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MODERN BUTCHER

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Book

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The Modern Butcher

or

The Secret of Success.

GIVING Tables of Weights and Prices, showing what meat must be sold for to make a gross profit of 20 per cent., containing Tables so arranged that a glance will show the number of pounds of the various cuts contained in Beef, Pork, Veal, Mutton etc.; stating the price per pound that each should be sold for. The prices range from the lowest point in the market to the highest.

Contains all information of any value pertaining to the meat trade, together with formulas, recipes, etc.

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BAY CITY, MICH.

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BAY CITY, MICH.

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PREFACE.

The object of this book is to stop the "'guessing" in the meat business. No man should run his business on the guess-work plan.

Every person in business should know at all times where he "is at," and more so in these days of high prices and unfair competition. The tables herein contained are accurate and can be relied upon.

With a little care and study, you will be able to understand the necessity of them.

There are also many valuable receipts herein, which have been practically tested.

INTRODUCTORY.

In compiling this book, I have gone into the minutest details of the meat business, giving you the benefit of over 30 years' active experience, and outlining to you the secrets of success. Experience is the best and only teacher, but it has cost many a man a fortune, creeping along in the dark, until he could come out into the light. Mankind can always learn. They are never too old. The wisest can always be taught; so do not die in despair; there is yet a chance for you.

This book is so arranged that in one minute you can see where you are at. It is a safe guard to your business as a lock is to your door, and contains all the information that is required by anyone, who has had some experience in the business.

The market fluctuates at all times, consequently you must keep with the market. The tables herein run from the lowest to the highest points of the market. When meat is cheap anyone can make money. When it is high they all lose. This should not be. They should at the least hold their own.

Some men seem to think because they own their own building and do their own work that they are under but a very little expense, but you can rent your building and work out and draw a salary and let the other fellow do the worrying, aside from having thousands of dollars invested. If the meat business is a legitimate business, the butcher is entitled to a legitimate profit.

When live-stock goes up, the wholesaler advances the prices on all meats. As the cost advances, the retailer must advance the selling price. This you will find in every business.

A successful man always buys a stock of goods when the market is down, and as the market advances, takes advantage of the raise in price. Some again have the bird in their hand and allow it to escape by giving their bargain away.

Moral—"A bird in the hand is worth three in the bush."

In making my calculations I have allowed for a reasonable amount of trimmings or waste. The question of shrinkage is hard to determine, as it all depends upon how long the beef has hung. You will notice how cheap meats can be sold when they are cheap, but there is no reasonable excuse for you to sell it at the low price when you can obtain more. You will also notice that when beef costs over 8 cents, that the retail price advances very rapidly, and that but a very few in the business get a price at that time which will warrant them in handling high-priced beef.

This book is compiled as a safe-guard and should be consulted often. You will note that I have based my calculations on a gross profit of 20 percent. This profit must cover all your expense and leave you a margin besides.

You will also notice that I have divided a side of beef as follows: 259 pound side of beef—hind quarter, 125 pounds; front quarter, 134 pounds; this makes a difference on the carcass of 18 pounds. There are but few cattle where the hind quarters and the front quarters weigh alike, and often the difference is as much as 30 pounds and sometimes more, but they generally run from 12 to 20 pounds, so I have taken an average of 18 pounds. "It is better to be safe than sorry."

A MORNING PRAYER.

The day returns and brings us the petty round of irritating concerns and duties. Help us to play the man, help us to perform them with laughter and kind faces; let cheerfulness abound with industry. Give us to go blithely on our business all this day, bring us to our resting beds weary and content and undishonored; and grant us in the end the gift of sleep. Amen.—Robert Louis Stevenson.

THE OLD WAY AND THE NEW WAY.

Guessing vs. Practical Experience.

GUESSING.

Selling in January at a profit of .....20 per cent
Selling in February at a profit of .....20 per cent
Selling in March at a profit of .....18 per cent
Selling in April at a profit of .....12 per cent
Selling in May at a profit of .....05 per cent
Selling in June at a profit of .....00 per cent
Selling in July at a profit of .....05 per cent
Selling in August at a profit of .....10 per cent
Selling in September at a profit of .....20 per cent
Selling in October at a profit of .....30 per cent
Selling in November at a profit of .....30 per cent
Selling in December at a profit of .....35 per cent

205 per cent

Average for 1 year 17 per cent.

PRACTICAL EXPERIENCE.

Selling in January at a profit of .....20 per cent
Selling in February at a profit of .....20 per cent
Selling in March at a profit of .....20 per cent
Selling in April at a profit of .....20 per cent
Selling in May at a profit of .....20 per cent
Selling in June at a profit of .....20 per cent
Selling in July at a profit of .....20 per cent
Selling in August at a profit of .....20 per cent
Selling in September at a profit of .....20 per cent
Selling in October at a profit of .....30 per cent
Selling in November at a profit of .....30 per cent
Selling in December at a profit of .....35 per cent

275 per cent

Average for 1 year 23 per cent.

HIGHEST AND LOWEST MARKET.

HIGHEST.

Beef—December 15 to July 1.
Pork—June 1 to October 1.
Veal—July 1 to March 1.
Mutton—February 1 to June 1.
Spring Chickens—March 1 to June 1.
Smoked Meats—April 1 to October 1.
Lamb—March 1 to July 1.
Hens—March 1 to July 1.
Turkeys—January 1 to April 1.
Lard—June 1 to October 1.
Ducks—December 1 to March 1.
Geese—December 15 to February 1.

LOWEST.

Beef—September 1 to December 1.
Pork—November 1 to March 1.
Veal—April 1 to June 1.
Mutton—September 1 to December 1.
Lamb—September 1 to December 15.
Smoked Meats—November 1 to February 1.
Lard—December 1 to April 1.
Hens—October 1 to February 1.
Spring Chickens—October 1 to January 1.
Turkeys—November 1 to December 15.
Ducks—October 1 to December 15.
Geese—October 1 to December 15.

EXTRA BEEF CUTS.

Extra Loins.
Extra Ribs.
Extra Rounds.
Extra Plates.
Extra Chucks.

This means to buy them separately and not by the carcass and the schedules are arranged accordingly.

TO CUT UP AND SELL BEEF AT RETAIL.

I have divided this as follows:
Extra Front Quarters.
Extra Hnd Quarters.
Side or Carcass of Beef.
Extra Loins.
Extra Ribs.
Extra Plates.
Extra Chucks.
Extra Rounds.

BEEF—EXTRA HINDS.

125 lbs. @ 6c	$7 50	
Plus 20 per cent	1 50	
		$9 00
40 lbs. Loin @ 10c	$4 00	
34 lbs. Round @ 9c	3 06	
15 lbs. Rump @ 7c	1 05	
6 lbs. Beef @ 8c	48	
10 lbs. Flank and Cod @ 3c	30	
5 lbs. Suet @ 2c	10	
10 lbs. Shank	20	
5 lbs. Trimmings and waste		
125 lbs.		$9 19

EXTRA HINDS.

125 lbs. @ 7c	$ 7 75	
Plus 20 per cent	1 75	
		$10 50
40 lbs. Loin @ 12c	$ 4 80	
34 lbs. Round @ 10c	3 40	
15 lbs. Rump @ 8c	1 20	
6 lbs. Beef @ 8c	48	
10 lbs. Flank and Cod @ 3c	30	
5 lbs. Suet @ 2c	10	
10 lbs. Shank @ 00	20	
5 lbs. Trimmings and Waste		
125 lbs.		$10 48

EXTRA HINDS.

125 lbs. @ 8c	$10 00	
Plus 20 per cent	2 00	
		$12 00
40 lbs. Loin @ 14c	$ 5 60	
34 lbs. Round @ 11c	3 74	
15 lbs. Rump @ 9c	1 35	
6 lbs. Beef @ 9c	54	
10 lbs. Flank and Cod @ 4c	40	
5 lbs. Suet @ 3c	15	
10 lbs. Shank @ 00	20	
5 lbs. Trimmings and Waste		
125 lbs.		$11 98

EXTRA HINDS.

125 lbs. @ 9c	$11 25	
Plus 20 per cent	2 25	
		$13 50
40 lbs. Loin @ 15c	$ 6 40	
34 lbs. Round @ 12½c	4 25	
15 lbs. Rump @ 10c	1 50	
6 lbs. Beef @ 10c	60	
10 lbs. Flank and Cod @ 4c	40	
5 lbs. Suet @ 3c	15	
10 lbs. Shank @ 00	25	
5 lbs. Trimmings and Waste		
125 lbs		$13 55

EXTRA HINDS.

125 lbs. @ 10c	$12 50	
Plus 20 per cent	2 50	
		$15 00
40 lbs. Loin @ 18c	$ 7 20	
34 lbs. Round @ 14c	4 76	
15 lbs. Rump @ 11c	1 65	
6 lbs. Beef @ 10c	60	
10 lbs. Flank and Cod @ 4c	40	
5 lbs. Suet @ 4c	20	
10 ibs. Shank @ 00	25	
5 lbs. Trimmings and Waste		
125 lbs.		$15 06

EXTRA HINDS.

125 lbs. @ 11c	$13 75	
Plus 20 per cent	2 75	
		$16 50
40 lbs. Lon @ 20c	$ 8 00	
34 lbs. Round @ 15c	5 10	
15 lbs. Rump @ 12c	1 80	
6 lbs. Beef @ 10c	60	
10 lbs. Flank and Cod @ 5c	50	
5 lbs. Suet @ 5c	25	
10 lbs. Shank @ 00	25	
5 lbs. Trimmings and Waste		
125 lbs.		$16 50

EXTRA FRONTS.

134 lbs. @ 4c	$5 36	
Plus 20 per cent	1 07	
		$6 43
29 lbs. Rbs @ 8c	$2 32	
29 lbs. Plate @ 4c	1 16	
57 lbs. Chunk @ 5c	2 85	
6 lbs. Neck @ 3c	18	
9 lbs. Shank @ 0	15	
4 lbs. Trimmings		
134 lbs.		$6 66

EXTRA FRONTS.

134 lbs. @ 5c	$6 70	
Plus 20 per cent	1 34	
		$8 04
29 lbs. Rib @ 10c	$2 90	
29 lbs. Plate @ 5c	1 45	
57 lbs. Chuck @ 6c	3 42	
6 lbs. Neck @ 4c	24	
9 lbs. Shank	20	
4 lbs. Trimmings		
134 lbs.		$8 21

EXTRA FRONTS.

134 lbs. @ 6c	$8 04	
Plus 20 per cent	1 60	
		$9 64
29 lbs. Ribs @ 11c	$3 19	
29 lbs. Plate @ 5c	1 45	
57 lbs. Chuck @ 8c	4 56	
6 lbs. Neck @ 6c	36	
9 lbs. Shank	20	
4 lbs. Trimmings		
134 lbs.		$9 76

EXTRA FRONTS.

134 lbs. @ 7c	$ 9 38	
Plus 20 per cent	1 88	
		$11 26
29 lbs. Rib @ 13c	$ 3 77	
29 lbs. Plate @ 6c	1 74	
57 lbs. Chuck @ 9c	5 13	
6 lbs. Neck @ 7c	42	
9 lbs. Shank	20	
4 lbs. Trimmings		
134 lbs.		$11 26

EXTRA FRONTS.

134 lbs. @ 8c	$10 72	
Plus 20 per cent	2 14	
		$12 86
29 lbs. Rib @ 15c	$ 4 35	
29 lbs. Plate @ 7c	2 03	
57 lbs. Chuck @ 10c	5 70	
6 lbs. Neck @ 7c	56	
10 lbs. Shank	25	
5 lbs. Trimmings		
134 lbs.		$12 89

EXTRA FRONTS.

134 lbs. @ 9c	$12 06	
Plus 20 per cent	2 41	
		$14 47
29 lbs. Rib @ 18c	$ 5 22	
29 lbs. Plate @ 8c	2 32	
57 lbs. Chuck @ 11c	6 27	
6 lbs. Neck @ 8c	48	
10 lbs. Shank	25	
5 lbs. Trimmings		
134 lbs.		$14 54

TO DIVIDE HIND AND FRONT QUARTERS OF BEEF.

Beef costs 5c—Carcass Hind Quarters 6c

Beef Costs 6c—Carcass Hind Quarters 7c

Beeb costs 7c—Carcass Hind Quarters 8c

Beef costs 8c—Carcass Hind Quarters 9½c

Beef costs 9c—Carcass Hind Quarters 10½c

Beef costs 10c—Carcass Hind Quarters 11½c

Beef costs 5c—Carcass Front Quarters 4c

Beef costs 6c—Carcass Front Quarters 5c

Beef costs 7c—Carcass Front Quarters 6c

Beef costs 8c—Carcass Front Quarters 6½c

Beef costs 9c—Carcass Front Quarters 7½c

Beef costs 10c—Carcass Front Quarters 8½c

This division depends upon circumstances. If beef sells even, this table is as accurate as it can be made, but if there is a great demand for hinds, the price would be more. If the demand should be for the fronts, the hinds would be cheaper. These conditions cannot be controlled, but are simply caused by supply and demand.

TO CUT UP CARCASS OF BEEF TO MAKE A GROSS PROFIT OF 20 PER CENT.

Carcass Cost 5c—		
259 lbs. Side @ 5c		$12 95
134 lbs. Front @ 4c	$ 5 36	
125 lbs. Hind @ 6c	7 50	
	$12 86	
Plus 20 per cent	2 59	
	$15 45	

TO RETAIL.

40 lbs. Loin @ 10c	$4 00	
34 lbs. Round @ 6c	3 06	
15 lbs. Rump @ 7c	1 05	
6 lbs. Beef @ 8c	48	
10 lbs. Flank and Cod @ 3c	30	
5 lbs. Suet @ 2c	10	
10 lbs. Shank	20	
5 lbs. Trimmings		
125 lbs.		$ 9 19
29 lbs. Rib @ 8c	$ 2 32	
29 lbs. Plate @ 4c	1 16	
57 lbs. Chuck @ 5c	2 85	
6 lbs. Neck @ 3c	18	
9 lbs. Shank	15	
4 lbs. Trimmings		
134 lbs.		$ 6 66
Total—259 pounds, bringing		$15 85

NOTE—The greatest problem we have to solve is to establish a relative value between the hind and front quarters of beef, and this must be done, as the hind quarters are at all times worth more than the fronts. It is not necessary to sell beef that costs 5 cents according to the 5-cent table when you can sell it on the 6-cent table as well.

TO CUT UP BEEF BY CARCASS.

Carcass cost 6c—		
259 lbs. side @ 6c		$15 54
134 lbs. Front @ 5c	$ 6 70	
125 lbs. Hinds @ 7c	8 75	
	$15 45	
Plus 20 per cent	3 11	
	$18 56	

TO RETAIL.

40 lbs. Loin @ 12c	$ 4 80	
34 lbs. Round @ 10c	3 40	
15 lbs. Rump @ 8c	1 20	
6 lbs. Beef @ 8c	48	
10 lbs. Flank and Cod @ 3c	30	
5 lbs. Suet @ 2c	10	
10 lbs. Shank	20	
5 lbs. Trimmings		
125 lbs.		$10 48
29 lbs. Ribs @ 10c	$ 2 90	
29 lbs. Plate @ 5c	1 45	
57 lbs. Chuck @ 6c	3 42	
6 lbs. Neck @ 4c	24	
9 lbs. Shank	20	
4 lbs. Trimmings		
134 lbs.		$ 8 21
Total 259 pounds, bringing		$18 69

NOTE—The better cuts must always pay the loss on the cheaper cuts; the price of the better cuts must advance as the price of the beef advances.

TO CUT UP BEEF BY CARCASS.

Carcass cost 7c—		
259 lbs. Side @ 7c		$18 13
134 lbs. Front @ 6c	$ 8 04	
125 lbs. Hind @ 8c	10 00	
	$18 04	
Plus 20 per cent	3 61	
	$21 65	
40 lbs. Loin @ 14c	$ 5 60	
34 lbs. Round @ 11c	3 74	
15 lbs. Rump @ 9c	1 35	
6 lbs. Beef @ 9c	54	
10 lbs. Flank and Cod @ 4c	40	
5 lbs. Suet @ 3c	15	
10 lbs. Shank	20	
5 lbs. Trimmings		
125 lbs.		$11 98
29 lbs. Ribs @ 11c	$ 3 19	
29 lbs. Plate @ 5c	1 45	
57 lbs. Chuck @ 8c	4 56	
6 lbs. Neck @ 6c	36	
9 lbs. Shank	20	
4 lbs Trimmings		
134 lbs.		$ 9 76
Total 259 pounds, bringing		$21 74

NOTE—As beef increases in price, the better cuts advance in price very rapidly, as the cheaper cuts will not stand the proportionate raise.

TO CUT UP BEEF BY CARCASS.

Carcass cost 8c—

259 lbs.	Side @ 8c		$20 72
134 lbs.	Front @ 6½c	$ 8 71	
125 lbs.	Hind @ 9½c	11 88	
		$20 59	
	Plus 20 per cent	4 15	
		$24 74	
40 lbs.	Loin @ 17c	$ 6 80	
34 lbs.	Round @ 13c	4 42	
15 lbs.	Rump @ 11c	1 65	
6 lbs.	Beef @ 10c	60	
10 lbs.	Flank and Cod @ 4c	40	
5 lbs.	Suet @ 3c	15	
10 lbs.	Shank	25	
5 lbs.	Trimmings		
125 lbs.			$14 27
29 lbs.	Rib @ 12½c	$ 3 62	
29 lbs.	Plate @ 6c	1 74	
57 lbs.	Chuck @ 8½c	4 84	
6 lbs.	Neck @ 6c	36	
9 lbs.	Shank	20	
4 lbs.	Trimmings		
134 lbs.			$10 76

Total 259 pounds, bringing $25 03

NOTE—This is the time for a man in business to begin watching the pennies as here is where the losses will begin unless you attend strictly to your business.

TO CUT UP BEEF BY CARCASS.

Carcass cost 9c—			
259 lbs. Side @ 9c			$23 31
134 lbs. Front @ 7½c	$10 05		
125 lbs. Hind @ 10½c	13 13		
	$23 18		
Plus 20 per cent	4 66		
	$27 84		
40 lbs. Loin @ 18c	$ 7 20		
34 lbs. Round @ 15c	5 10		
15 lbs. Rump @ 11c	1 65		
6 lbs. Beef @ 10c	60		
10 lbs. Flank and Cod @ 5c	50		
5 lbs. Suet @ 4c	20		
10 lbs. Shank	25		
5 lbs. Trimmings			
125 lbs.			$15 50
29 lbs. Ribs @ 14c	$ 4 06		
29 lbs. Plate @ 8c	2 03		
57 lbs. Chuck @ 10c	5 70		
6 lbs. Neck @ 7c	42		
9 lbs. Shank	25		
4 lbs. Trimmings			
134 lbs.			$12 46
Total 259 pounds, bringing			$27 96

NOTE—Now is the time to talk of selling something besides beef or get a price that will warrant you to sell it.

TO CUT UP BEEF BY CARCASS.

Carcass cost 10c—

259 lbs. Side @ 10c			$25 90
134 lbs. Front @ 8½c	$11 39		
125 lbs. Hind @ 11½c	14 38		
	$25 77		
Plus 20 per cent	5 18		
	$30 95		
40 lbs. Loin @ 21c	$ 8 40		
34 lbs. Round @ 16c	5 44		
15 lbs. Rump @ 12c	1 80		
6 lbs. Beef @ 10c	60		
10 lbs. Flank and Cod @ 5c	50		
5 lbs. Suet @ 4c	20		
10 lbs. Shank	25		
5 lbs. Trimmings			
125 lbs.			$17 19
29 lbs. Rib @ 16c	$ 4 64		
29 lbs. Plate @ 8c	2 32		
57 lbs. Chuck @ 11c	6 27		
6 lbs. Neck @ 7c	42		
9 lbs. Shank	25		
4 lbs. Trimmings			
134 lbs.			$13 90
Total 259 pounds, bringing			$31 09

NOTE—Now is the time you must get the price or lose money. You now have inducements to offer in cheap cuts. They will make you more money than the best cuts. The man that can aford to eat the best cuts can afford to pay for them. But oftentimes the poor who buy the cheap cuts cannot afford to pay for them.

TO CUT FRONT QUARTERS OF BEEF IN CUTS WHEN WORTH

125 lb. Fort Quarters @ 4c		$5 00
28 lbs. Ribs @ 6c	$1 68	
27 lbs. Plate @ 3c	81	
70 lbs. Chucks @ 4c	2 80	
125 lbs.	$5 29	
125 lb. Front Quarters @ 5c		$6 25
28 lbs. Ribs @ 8c	$2 24	
27 lbs. Plate @ 3½c	95	
70 lbs. Chuck @ 4½c	3 15	
125 lbs.	$6 34	
125 lb. Front Quarters		$7 50
28 lbs. Ribs @ 10c	$2 80	
27 lbs. Plate @ 4¼c	1 15	
70 lbs. Chuck @ 5¼c	3 67	
125 lbs.	$7 62	
125 lb. Front Quarters @ 7c		$8 75
28 lbs. Ribs @ 12c	$3 36	
27 lbs. Plate @ 5c	1 35	
70 lbs. Chuck @ 5¾c	4 02	
125 lbs.	$8 73	
125 lb. Front Quarters @ 8c		$10 00
28 lbs. Ribs @ 13c	$ 3 64	
27 lbs. Plate @ 5½c	1 49	
70 lbs. Chuck @ 7c	4 90	
125 lbs.	$10 03	

NOTE—This table is computed on when Forequarters of beef are worth 4c, 5c, 6c, 7c and 8c per pound. Not by the carcass. This table is compiled for jobbers, and shows the actual cost of the cuts. Your profit must be added to the selling price.

TO CUT UP HIND QUARTERS OF BEEF IN CUTS WHEN WORTH

125 lb.	Hind Quarters @ 6c	$7 50
40 lbs.	Loin, trimmed, @ 9c	$3 60
65 lbs.	Round and Rump @ 5½c	3 58
19 lbs.	Flank and Suet @ 2½c	47
1 lb.	Waste	
125 lbs.		$7 65

125 lb.	Hind Quarters @ 7c	$8 75
40 lbs.	Loin, trimmed, @ 10c	$4 20
65 lbs.	Round and Rump @ 6½c	4 22
19 lbs.	Flank and Suet @ 3c	57
1 lb.	Waste	
125 lbs.		$8 79

125 lb.	Hind Quarters @ 8c	$10 00
40 lbs.	Loin, @ 11½c	$ 4 60
65 lbs.	Round and Rump @ 7½c	4 87
19 lbs.	Flank and Suet @ 3c	57
1 lb.	Waste	
125 lbs.		$10 04

125 lb.	Hind Quarters @ 9c	$11 25
40 lbs.	Loin, trimmed, @ 13c	$ 5 20
65 lbs.	Round and Rump @ 8½c	5 52
19 lbs.	Flank and Suet @ 3c	57
1 lb.	Waste	
125 lbs.		$11 29

125 lb.	Hind Quarters @ 10c	$12 50
40 lbs.	Loin, trimmed, @ 14½c	$ 5 80
65 lbs.	Round and Rump @ 9¼c	6 01
19 lbs.	Flank and Suet @ 3½c	66
1 lb.	Waste	
125 lbs.		$12 47

NOTE—This is when Hind Quarters costs 6c, 7c, 8c, 9c and 10c per pound. Not by carcass. The table shows actual cost. Your profit must be added.

TO CUT HIND QUARTERS OF BEEF, LOIN AND ROUND, WHEN WORTH

125 lb. Hind Quarters @ 6c		$7 50
65 lbs. Round and Rump @ 5½c	$3 57	
60 lbs. Loin, Flank and Kidney @ 6½c	3 90	
125 lbs.	$7 47	
125 lb. Hind Quarters @ 7c		$8 75
65 lbs. Round and Rump @ 6½c	$4 22	
60 lbs. Loin, Flank and Kidney @ 7½c	4 50	
125 lbs.	$8 72	
125 lb. Hind Quarters @ 8c		$10 00
65 lbs. Round and Rump @ 7½c	$4 87	
60 lbs. Loin, Flank and Kidney @ 8½c	5 10	
125 lbs.	$9 97	
125 lb. Hind Quarters @ 9c		$11 25
65 lbs. Round and Rump @ 8½c	$ 5 52	
60 lbs. Loin, Flank and Kidney @ 9½c	5 70	
125 lbs.	$11 22	
125 lb. Hind Quarters @ 10c		$12 50
65 lbs. Round and Rump @ 9¼c	$ 6 17	
60 lbs. Loin, Flank and Kidney @ 10½c	6 30	
125 lbs.	$12 47	
125 lb. Hind Quarters @ 11c		$13 75
65 lbs. Round and Rump @ 10c	$ 6 50	
60 lbs. Loin, Flank and Kdney @ 12c	7 20	
125 lbs.	$13 70	

NOTE—This table is for Hind Quarters and not by carcass. This table shows actual cost. Your profits must be added.

CUTTING MEATS.

This is the most essential part of the meat business. Great care should be taken that the meat is cut smooth and not hacked or ragged. Do not trim it more than is absolutely necessary. Use the saw whenever you can instead of the cleaver. Cut the meats close and carefully. Make as few odds and ends as you possibly can. When cutting, try and cut as much to the best cuts as you can, as there are always plenty of cheap cuts. Be accurate and quick at figures, always getting the money or charge the meat. When you want to cut 5 pounds, cut 5 pounds and not 10. This you must learn by experience. There is no rule to go by. Be tidy, courteous and clean. If there is something you have not got, try and sell something that is similar, as it may answer as well. Try and sell something.

Moral—Customer.—Have you any toilet paper?

Clerk.—No, we have fly paper and sand paper.

CUTTING PRICES.

This is the greatest folly the business men have to contend with. Just imagine yourself selling goods for less than they cost to spite your neighbor, losing money every day, hurting yourself perhaps more than the man you are aiming at, and the public reaping a harvest.

Would it not be better for both to be on friendly terms, compromising the small differences, and live and let live. Remember that there are other markets and that the public love to drift from place to place, looking for bargains. If you have anything to give away, tell one person, he tells 20, the 20 200, and so on. The news of bargains travels very rapidly, and the money of a man who cuts prices evaporates.

TO SELL VEAL FROM MARKET.

	100 lb. Calf @ 6c		$6 00
12 lbs.	Calf Skin @ 6c	$ 72	
43 lbs.	Hind Quarters @ 7½c	3 22	
45 lbs.	Front Quarters @ 5c	2 25	
100 lbs.		$6 19	
	100 lbs. Veal @ 6c		$6 00
	Plus 20 per cent		1 20
			$7 20

12 lbs.	Hide @ 6c	$ 72	
18 lbs.	Leg, Shank out, @ 10c	1 80	
20 lbs.	Loin @ 9c	1 80	
8 lbs.	Rib chop @ 10c	80	
5 lbs.	Neck @ 6c	30	
8 lbs.	Breast @ 8c	64	
18 lbs.	Shoulder @ 7c	1 26	
4 lbs.	Shanks	10	
7 lbs.	Waste and Trimmings		
100 lbs.		$7 42	
	100 lb. Calf @ 7c		$7 00
12 lbs.	Skin @ 7c	$ 84	
43 lbs.	Hind Quarters @ 8½c	3 65	
45 lbs.	Front Quarters @ 5¾c	2 58	
100 lbs.		$7 07	
	100 lbs. Veal @ 7c		$7 00
	Plus 20 per cent		1 40
			$8 40

12 lbs.	Hide @ 7c	$ 84	
18 lbs.	Leg, Shank out, @ 12c	2 16	
20 lbs.	Loin @ 11c	2 20	
8 lbs.	Rib chop @ 11c	88	
8 lbs.	Breast @ 8c	64	
5 lbs.	Neck @ 6c	30	
18 lbs.	Shoulder @ 8c	1 44	
4 lbs.	Shanks	10	
7 lbs.	Waste and Trimmings		
100 lbs.		$8 56	

NOTE—We have established a relative value between the hind and front quarters, as one butcher often times sells to another extra quarters of veal. Your profit must be added. The retail table is based on 20 per cent.

100 lb. Calf @ 8c			$8 00
12 lbs. Calf Skin @ 8c		$ 96	
43 lbs. Hind Quarters @ 9½c		4 08	
45 lbs. Front Quarters @ 6¾c		3 03	
100 lbs.		$8 07	
100 lbs. Veal @ 8c			$8 00
Plus 20 per cent			1 60
			$9 60

12 lbs. Hide @ 8c		$ 96	
18 lbs. Leg, Shank out, @ 14c		2 52	
20 lbs. Loin @ 12½c		2 50	
8 lbs. Rib chop @ 12½c		1 00	
8 lbs. Breast @ 9c		72	
5 lbs. Neck @ 6c		30	
18 lbs. Shoulder @ 9c		1 62	
4 lbs. Shanks		15	
7 lbs. Waste and Trimmings			
100 lbs.		$9 77	
100 lb. Calf @ 9c			$9 00
12 lbs. Calf Skin @ 9c		$1 08	
43 lbs. Hind Quarters @ 10¾c		4 62	
45 lbs. Front Quarters @ 7½c		3 32	
100 lbs.		$9 02	
100 lbs. Veal @ 9c			$9 00
Plus 20 per cent			1 80
			$10 80

12 lbs. Hide @ 9c		$ 1 08	
18 lbs. Leg, Shank out, @ 15c		2 70	
20 lbs. Loin @ 14c		2 80	
8 lbs. Rib chop @ 14c		1 12	
8 lbs. Breast @ 10c		80	
5 lbs. Neck @ 7c		35	
18 lbs. Shoulder @ 10c		1 80	
4 lbs. Shanks		15	
7 lbs. Waste and Trimmings			
100 lbs.		$10 80	

	100 lb. Calf @ 10c		$10 00
12 lbs.	Calf Skin @ 10c	$ 1 20	
43 lbs.	Hind Quarters @ 11¾c	5 05	
45 lbs.	Front Quarters @ 8¾c	3 94	
100 lbs.		$10 19	
	100 lbs. Veal @ 10c		$10 00
	Plus 20 per cent		2 00
			$12 00
12 lbs.	Hide @ 10c	$ 1 20	
18 lbs.	Leg, Shank out, @ 16c	2 88	
20 lbs.	Loin @ 15c	3 00	
8 lbs.	Rib chop @ 15c	1 20	
8 lbs.	Breast @ 11c	88	
5 lbs.	Neck @ 10c	50	
18 lbs.	Shoulder @ 12c	2 16	
4 lbs.	Shanks	20	
7 lbs.	Waste and Trimmings		
100 lbs.		$12 02	
	100 lbs. Veal @ 11c		$11 00
12 lbs.	Calf Skin @ 10c	$ 1 20	
43 lbs.	Hind Quarters @ 13c	5 59	
45 lbs.	Front Quarters @ 9½c	4 27	
100 lbs.		$11 06	
	100 lbs. Veal @ 11c		$11 00
	Plus 20 per cent		2 20
			$13 20
12 lbs.	Hide @ 10c	$ 1 20	
18 lbs.	Leg, Shank out, @ 18c	3 24	
20 lbs.	Loin @ 16c	3 20	
8 lbs.	chop @ 18c	1 44	
8 lbs.	Breast @ 12c	96	
5 lbs.	Neck @ 11c	55	
18 lbs.	Shoulder @ 13c	2 34	
4 lbs.	Shanks	25	
7 lbs.	Waste and Trimmings		
100 lbs.		$13 18	

VEAL STEAK AT RETAIL.

Calves cost 6c—Sell Veal Steak 12½c
Calves cost 7c—Sell Veal Steak 14c
Calves cost 8c—Sell Veal Steak 16c
Calves cost 9c—Sell Veal Steak 18c
Calves cost 10c—Sell Veal Steak 20c
Calves cost 11c—Sell Veal Steak 22c

NOTE—This will allow for the leg joint, also the point of the rump.

CALVES LIVER.

Usually sells from 10c to 14c a pound owing to the demand.

SWEET BREADS.

Taken from the necks of calves. Very valuable. Sell from 25c per pound to 60c. The demand and locality govern the price. Wash in salt water before selling. Wipe dry.

LAMB FRIES.

Testicle from male lambs. To prepare, split in halves, remove the skin or sack; wash in salt water. Command a good price, from 40c to 75c per dozen.

CALVES DRESS PER 100 POUNDS, LIVE WEIGHT.

Grass Calves, 100 to 200 pounds alive, dress 60 to 65 pounds per 100.

Skim Milk Calves, 100 to 200 pounds alive, dress 64 to 67 pounds per 100.

Fair Milk Calves, 100 to 200 pounds alive, dress 68 to 70 pounds per 100.

Fat Milk Calves, 100 to 200 pounds alive, dress 70 to 76 pounds per 100.

Calves—	Cost Alive	Cost Dressed
Grass	4c	6¼c
Grass	5c	8c
Grass	6c	9½c
Skim Milk	4c	6c
Skim Milk	5c	7¾c
Skim Milk	6c	9c
Fair Milk	4c	5¾c
Fair Milk	5c	7¼c
Fair Milk	6c	8½c
Fair Milk	7c	10c
Fat Milk	4c	5½c
Fat Milk	5c	7c
Fat Milk	6c	8¼c
Fat Milk	7c	9¾c
Fat Milk	8c	11

NOTE—When buying calves alive, always remember that the fatter the calf the more pounds of veal it contains to the 100 pounds live weight, and that the market value of a fat calf is more per pound than a poor one.

CARE OF REFRIGERATOR.

The most important part is to see to it that there is plenty of ice and that the doors are tight and not opened more nor longer than necessary. Do not lay the meat on the floor. Keep the floor clean. Scrub it out at least once a month. Go through the stock every day. Keep the pieces cleaned up, trimmed up and salted. Never put off until tomorrow what should be done today in your refrigerator, for tomorrow may be too late. Look carefully at your brine. When it needs changing, change it in time. Allowing nothing to get sticky or stale. Never buy more stock than you really need, and one-half of the battle is fought.

SELLING MEATS.

Meats should be sold for what they are worth. Loins, ribs and legs are always worth all that you ask for them, as the demand will make them command a price. The stews, shanks, feet, kidneys, suet, etc., have always been and always will be cheap, and at times must be forced off, at some price, even if the price should be low. The most essential thing to do is to ask a price for the better cuts so that you can sacrifice the cheaper without losing money, and at the same time keeping your stock cleaned up, and run even. Should you ever at any time have more of the better cuts than your trade demands, you can at all times find a buyer.

TO CUT AND SELL BEEF LOINS AT RETAIL.

40 lbs. Loin @ 8c $3 20
Plus 20 per cent 64
$3 84

36 lbs. Steak @ 11c $3 96
4 lbs. Waste .....

40 lbs. Loin @ 9c $3 60
Plus 20 per cent 72
$4 32

36 lbs. Steak @ 12c $4 32
4 lbs. Waste .....

40 lbs. Loin @ 10c $4 00
Plus 20 per cent 80
$4 80

36 lbs. Steak @ 14c $5 04
4 lbs. Waste .....

40 lbs. Loin @ 11c $4 40
Plus 20 per cent 88
$5 28

36 lbs. Steak @ 15c $5 40
4 lbs. Waste .....

40 lbs. Loin @ 12c $4 80
Plus 20 per cent 96
$5 76

36 lbs. Steak @ 16c $5 76
4 lbs. Waste .....

40 lbs. Loin @ 13c $5 20
Plus 20 per cent 1 04
$6 24

36 lbs. Steak @ 17c $6 12
4 lbs. Waste .....

40 lbs. Loin @ 14c $5 60
Plus 20 per cent 1 12
$6 72

36 lbs. Steak @ 19c $6 84
4 lbs. Waste .....

NOTE—If you should sell the first cuts from either end for less than the above prices, you must charge more for the center cuts. Also if you cut any steaks short you must charge enough more so as to allow for the ends you cut off. This table is for trimmed loins free from suet.

BEEF RIBS AT RETAIL.

30 lbs. Rib @ 7c $2 10
Plus 20 per cent 42
$2 52
27 lbs. Roasts @ 10c $2 70
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 8c $2 40
Plus 20 per cent 48
$2 88
27 lbs. Roasts @ 11c $2 97
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 9c $2 70
Plus 20 per cent 54
$3 24
27 lbs. Roasts @ 12c $3 24
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 10c $3 00
Plus 20 per cent 60
$3 60
27 lbs. Roasts @ 14c $3 78
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 11c $3 30
Plus 20 per cent 66
$3 96
27 lbs. Roasts @ 15c $4 05
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 12c $3 60
Plus 20 per cent 72
$4 32
27 lbs. Roasts @ 16c $4 32
3 lbs. Waste and trimmings .....

30 lbs. Rib @ 14c $4 20
Plus 20 per cent 84
$5 04
27 lbs. Roasts @ 19c $5 13
3 lbs. Waste and trimmings .....

PLATE OF BEEF AT RETAIL.

35 lbs. Plate @ 2½c ..... $ 88
Plus 20 per cent 18

$1 06

33 lbs. Plate @ 3¼c $1 07
2 lbs. Waste .....

35 lbs. Plate @ 3c $1 05
Plus 20 per cent 21

$1 26

33 lbs. Plate @ 3¾c $1 24
2 lbs. Waste .....

35 lbs. Plate @ 4c $1 40
Plus 20 per cent 28

$1 68

33 lbs. Plate @ 5c $1 65
2 lbs. Waste .....

35 lbs. Plate @ 5c $1 75
Plus 20 per cent 35

$2 10

33 lbs. Plate @ 6½c $2 14
2 lbs. Waste .....

35 lbs. Plate @ 6c $2 10
Plus 20 per cent 42

$2 52

33 lbs. Plate @ 7½c $2 47
2 lbs. Waste .....

35 lbs. Plate @ 7c $2 45
Plus 20 per cent 49

$2 94

33 lbs. Plate @ 9c $2 97
2 lbs. Waste .....

NOTE—These figures are based on absolutely fresh plates. Should the plates be in such a condition that they require more trimming, the selling price must be more.

TO CUT AND SELL ROUND AND RUMP.

65 lbs. Round and Rump @ 5c		$3 25
Plus 20 per cent		65
		$3 90
34 lbs. Round Steak @ 7c	$2 38	
12 lbs. Rump @ 7c	84	
6 lbs. Beef @ 7c	42	
10 lbs. Shank	20	
3 lbs. Bone and Waste	05	
65 lbs.	$3 89	
65 lbs. Round and Rump @ 6c		$3 90
Plus 20 per cent		78
		$4 68
34 lbs. Round Steak @ 9c	$3 06	
12 lbs. Rump @ 8c	96	
6 lbs. Beef @ 8c	48	
10 lbs. Shank	20	
3 lbs. Bone and Waste	05	
65 lbs.	$4 75	
65 lbs. Round and Rump @ 7c		$4 55
Plus 20 per cent		91
		$5 46
34 lbs. Round Steak @ 11c	$3 74	
12 lbs. Rump @ 9c	1 08	
6 lbs. Beef @ 8c	48	
10 lbs. Shank	20	
3 lbs. Bone and Waste	05	
65 lbs.	$5 55	
65 lbs. Round and Rump @ 8c		$5 20
Plus 20 per cent		1 04
		$6 24

34 lbs. Round Steak @ 12½c	$4 25	
12 lbs. Rump @ 10c	1 20	
6 lbs. Beef @ 9c	54	
10 lbs. Shank	20	
3 lbs. Bone and Waste	05	
65 lbs.	$6 24	
65 lbs. Round and Rump @ 9c		$5 85
Plus 20 per cent		1 17
		$7 02

34 lbs. Round Steak @ 14c	$4 76	
12 lbs. Rump @ 11c	1 32	
6 lbs. Beef @ 10c	60	
10 lbs. Shank	25	
3 lbs. Bone and Waste	10	
65 lbs.	$7 03	

NOTE—The prices on round and rump is governed by the cost of Hind Quarters but more especially by the demand for loins when loins are high. Rounds may be high or cheap. This is simply a case of supply and demand.

NOTE—This table is compiled to show what round steak can be sold for when rounds cost the above prices, but it is never necessary to sell round steak for less than 10 cents per pound.

TO CUT UP ROUNDS, RUMP AND SHANK OFF.

50 lbs. Round @ 6c		$3 00
Plus 20 per cent		60
		$3 60
40 lbs. Round Steak @ 8c	$3 20	
6 lbs. Beef @ 7c	42	
4 lbs Bone	10	
50 lbs.	$3 72	
50 lbs. Round @ 7c		$3 50
Plus 20 per cent		70
		$4 20
40 lbs. Round Steak @ 9c	$3 60	
6 lbs. Beef @ 8c	48	
4 lbs Bone	10	
50 lbs.	$4 18	
50 lbs. Round Steak @ 8c		$4 00
Plus 20 per cent		80
		$4 80
40 lbs. Round Steak @ 11c	$4 40	
4 lbs Bone	10	
6 lbs. Beef @ 8c	48	
50 lbs.		$4 98
50 lbs. Round Steak @ 9c		$4 50
Plus 20 per cent		90
		$5 40
40 lbs. Round Steak @ 12c	$4 80	
6 lbs. Beef @ 9c	54	
4 lbs Bone	10	
50 lbs.	$5 44	
50 lbs. Round Steak @ 10c		$5 00
Plus 20 per cent		1 00
		$6 00
40 lbs. Round Steak @ 14c	$5 60	
6 lbs. Beef @ 9c	54	
4 lbs Bone	10	
50 lbs.	$6 24	

TO CUT UP BEEF CHUCK AND SHANK.

70 lbs. Chuck @ 4c		$2 80
Plus 20 per cent		56
		$3 36
41 lbs. Shoulder @ 7c	$2 87	
12 lbs. Neck @ 4c	48	
10 lbs. Shank	20	
2 lbs. Shoulder Bone	05	
5 lbs. Waste		
70 lbs.	$3 60	
70 lbs. Chuck @ 5c		$3 50
Plus 20 per cent		70
		$4 20
41 lbs. Shoulder @ 8c	$3 28	
12 lbs. Neck @ 6c	72	
10 lbs. Shank	20	
2 lbs. Shoulder Bone	05	
5 lbs. Waste		
70 lbs.	$4 25	
70 lbs. Chuck @ 6c		$4 20
Plus 20 per cent		84
		$5 04
41 lbs. Shoulder @ 10c	$4 10	
12 lbs. Neck @ 6c	72	
10 lbs. Shank	20	
2 lbs. Shoulder Bone	05	
5 lbs. Waste		
70 lbs.	$5 07	
70 lbs. Chuck @ 7c		$4 90
Plus 20 per cent		98
		$5 88
41 lbs. Shoulder @ 12c	$4 92	
12 lbs. Neck @ 7c	84	
10 lbs. Shank	20	
2 lbs. Shoulder Bone	05	
5 lbs. Waste		
70 lbs.	$5 91	

NOTE—If chucks are old and stale there will be more waste.

DRIED BEEF AT RETAIL.

8 lbs. Dried Beef @ 12c .....$ 96
Plus 20 per cent 19

$1 15

6¾ lbs. Sliced Beef @ 18c $1 22
1¼lbs. Waste and shrinkage .....

8 lbs. Dried Beef @ 14c $1 12
Plus 20 per cent 22

$1 34

6¾ lbs. Sliced Beef @ 20c $1 35
1¼ lbs. Waste and shrinkage .....

8 lbs. Dried Beef @ 16c $1 28
Plus 20 per cent 26

$1 54

6¾ lbs. Sliced Beef @ 23c $1 55
1¼ lbs. Waste and shrinkage .....

8 lbs. Dried Beef @ 18c $1 44
Plus 20 per cent 29

$1 73

6¾ lbs. Sliced Beef @ 25c $1 68
1¼ lbs. Waste and shrinkage .....

NOTE—Shrinkage, waste and samples amount to a great deal in slicing dried beef. Never keep a quantity of sliced beef on hand.

MUTTON AT RETAIL.

46 lbs. Mutton @ 6c		$2 76
Plus 20 per cent		55
		$3 31
23 lbs. Hind Quarters @ 9½c		$1 99
23 lbs. Front Quarters @ 6c		1 38
2 lbs. Trimmings		
		3 37
6 lbs. Rib Chop @ 11c	$ 66	
7 lbs. Loin Chop @ 11c	77	
11 lbs. Leg @ 10c	1 10	
11 lbs. Shoulder @ 6c	66	
4 lbs. Breast @ 3c	12	
2 lbs. Shanks	05	
3 lbs. Suet and Flank @ 2c	06	
2 lbs. Trimmings		
46 lbs.	$3 42	
46 lbs. Mutton @ 7c		$3 22
Plus 20 per cent		64
		$3 86
21 lbs. Hind Quarters @ 11c		$2 31
23 lbs. Front Quarters @ 7c		1 61
2 lbs. Trimmings		
		$3 92
6 lbs. Rib Chop @ 12½c	$ 75	
7 lbs. Loin chop @ 12½c	87	
11 lbs. Leg @ 12c	1 32	
11 lbs. Shoulder @ 7c	77	
4 lbs. Breast @ 4c	16	
2 lbs. Shanks	05	
3 lbs. Suet and Flank @ 2c	06	
2 lbs. Trimmings		
46 lbs.	$3 98	

46 lbs. Mutton @ 8c $3 68
Plus 20 per cent 73

$4 41

21 lbs. Hind Quarters @ 12½c $2 62
23 lbs. Front Quarters @ 8½c 1 95
2 lbs. Waste .....

$4 57

6 lbs.	Rib Chop @ 14c	$ 84
7 lbs.	Loin Chop @ 14c	98
11 lbs.	Leg @ 12½c	1 37
11 lbs.	Shoulder @ 10c	1 10
4 lbs.	Breast @ 5c	20
2 lbs.	Shanks	05
3 lbs.	Suet and Flank @ 2c	06
2 lbs.	Trimmings	
46 lbs.		$4 60

46 lbs. Mutton @ 9c $4 14
Plus 20 per cent 83

$4 97

21 lbs. Hind Quarters @ 13c $2 73
23 lbs. Front Quarters @ 10c 2 30
2 lbs. Trimmings .....

$5 03

6 lbs.	Rib Chop @ 15c	$ 90
7 lbs.	Loin Chop @ 15c	1 05
11 lbs.	Leg Chop @ 14c	1 54
11 lbs.	Shoulder @ 11c	1 21
4 lbs.	Breast @ 6c	24
2 lbs.	Shanks	05
3 lbs.	Suet and Flank @ 2c	06
2 lbs.	Trimmings	
46 lbs.		$5 05

46 lbs. Mutton @ 10c	$4 60
Plus 20 per cent	92
	$5 52

21 lbs. Hind Quarters @ 14c	$2 94
23 lbs. Front Quarters @ 11c	2 53
2 lbs. Trimmings	
	$5 47

6 lbs.	Rib Chop @ 16c	$ 96
7 lbs.	Loin Chop @ 16c	1 12
11 lbs.	Leg @ 15c	1 65
11 lbs.	Shoulder @ 12½c	1 37
4 lbs.	Breast @ 7c	28
2 lbs.	Shanks	05
3 lbs.	Suet and Flank @ 2c	06
2 lbs.	Trimmings	
46 lbs.		$5 49

NOTE—As the price of mutton increases, the better cuts will advance rapidly in price, while the cheaper cuts remain almost stationary. The demand for the better cuts also increases as the price of mutton advances. The cheaper cuts are always a drug on the market, consequently the better cuts must pay for the carcass.

TO SELL LAMB IN MARKET.

40 lbs. Lamb @ 8c		$3 20
Plus 20 per cent		64
		$3 84
18 lbs. Hind Quarters @ 12½c		$2 25
20 lbs. Front Quarters @ 8c		1 60
2 lbs. Trimmings		
		$3 85
5 lbs. Rib Chop @ 14c	$ 70	
5 lbs. Loin Chop @ 14c	70	
10 lbs. Leg @ 12½c	1 25	
10 lbs. Shoulder @ 9c	90	
4 lbs. Breast and Shank @ 7c	28	
3 lbs. Suet and Trimmings @ 2c	06	
3 lbs Trimmings		
40 lbs.	$3 89	
40 lbs. Lamb @ 9c		$3 60
Plus 20 per cent		72
		$4 32
18 lbs. Hind Quarters @ 14c		$2 52
20 lbs. Front Quarters @ 9c		1 80
2 lbs. Trimmings		
		$4 32
5 lbs. Rib Chop @ 15c	$ 75	
5 lbs. Loin Chop @ 15c	75	
10 lbs. Leg @ 15c	1 50	
10 lbs. Shoulder @ 10c	1 00	
4 lbs. Breast and Shank @ 8c	32	
3 lbs. Suet @ 2c	06	
3 lbs Trimmings		
$40 lbs.	$4 38	

NOTE—Trimmings consist of backsets, shanks and waste.

40 lbs. Lamb @ 10c		$4 00
Plus 20 per cent		80
		$4 80

18 lbs. Hind Quarters @ 15c		$2 70
20 lbs. Front Quarters @ 11c		2 20
2 lbs. Trimmings		
		$4 90

5 lbs. Rib Chop @ 16c	$ 80	
5 lbs. Loin Chop @ 16c	80	
10 lbs. Leg @ 16c	1 60	
10 lbs. Shoulder @ 12½c	1 25	
4 lbs. Breast and Shanks @ 9c	36	
3 lbs. Suet @ 2c	06	
3 lbs Trimmings		
40 lbs.	$4 87	

40 lbs. Lamb @ 12c		$4 80
Plus 20 per cent		96
		$5 76

18 lbs. Hind Quarters @ 18c		$3 24
20 lbs. Front Quarters @ 12½c		2 50
2 lbs. Trimmings		
		$5 74

5 lbs. Rib Chop @ 20c	$1 00	
5 lbs. Loin Chop @ 20c	1 00	
10 lbs. Leg @ 20c	2 00	
10 lbs. Shoulder @ 14c	1 40	
4 lbs. Breast @ 10c	40	
3 lbs. Suet @ 2c	06	
3 lbs Trimmings		
40 lbs.	$5 86	

NOTE—Cut the breasts as small as possible, avoid making any more waste than necessary.

40 lbs. Lamb @ 14c		$5 60
Plus 20 per cent		1 12
		$6 72
18 lbs. Hind Quarters @ 20c		$3 60
20 lbs Front Quarters @ 16c		3 20
2 lbs. Trimmings		
		$6 80
5 lbs. Rib Chop @ 25c	$1 25	
5 lbs. Loin Chop @ 25c	1 25	
10 lbs. Leg @ 23c	2 30	
10 lbs. Shoulder @ 15c	1 50	
4 lbs. Breast and Shanks @ 10c	40	
3 lbs. Suet @ 2c	06	
3 lbs Trimmings		
40 lbs.	$6 76	
40 lbs. Lamb @ 16c		$6 40
Plus 20 per cent		1 28
		$7 68
18 lbs. Hind Quarters @ 24c		$4 32
20 lbs. Front Quarters @ 17c		3 40
2 lbs. Trimmings		
		$7 72
5 lbs. Rib Chop @ 30c	$1 50	
5 lbs. Loin Chop @ 30c	1 50	
10 lbs. Leg @ 25c	2 50	
10 lbs. Shoulder @ 18c	1 80	
4 lbs. Breast and Shanks @ 10c	40	
3 lbs. Suet @ 2c	06	
3 lbs Trimmings		
40 lbs.	$7 76	

NOTE—These prices are usually in the spring when lamb should be practically sold by the quarter and not cut up into chop.

40 lbs. Lamb @ 18c $7 20
Plus 20 per cent 1 44

$8 64

18 lbs. Hind Quarters @ 26c $4 68
20 lbs. Front Quarters @ 20c 4 00
2 lbs. Trimmings .....

$8 68

5 lbs. Rib Chop @ 35c $1 75
5 lbs. Loin Chop @ 35c 1 75
10 lbs. Leg @ 28c 2 80
10 lbs. Shoulder @ 20c 2 00
4 lbs. Breast and Shank @ 10c 40
3 lbs. Suet @ 2c 06
3 lbs Trimmings .....

40 lbs. $8 76

NOTE—I have taken off three pounds for suet. This includes the call, kidneys and flanks. The three pounds of trimmings include the shrinkage, backsets and trimmings from neck, and the chine-bones from the chops. After lambs get over 16c per pounds, you hardly ever get one to weight 40 pounds, but the price for the different cuts is the same per pound. It does not matter what the weight of the lamb is. There are simply more or less pounds of each kind of cuts, according to the weight of the lamb. Lambs at 18 cents per pound should be sold by the quarter as it is almost impossible to make money by cutting into chops, etc.

TO DRESS LAMBS PER 100 LBS. LIVE WEIGHT.

Spring Lambs dress .....50 to 52 lbs. per 100 alive
Fall Lambs dress .....50 to 52 lbs. per 100 alive
Winter Lambs dress .....50 to 52 lbs. per 100 alive
Shorn Lambs dress .....52 to 56 lbs. per 100 alive
Shearing Sheep, thin, dress ..48 to 50 lbs. per 100 alive
Shearing Sheep, fat, dress ...52 to 56 lbs. per 100 alive
Wool Sheep dress .....50 to 52 lbs. per 100 alive

	Alive	Dressed	Less Pelt
Spring Lamb cost	5c	10c	$1 00
Spring Lamb cost	6c	12c	1 25
Spring Lamb cost	7c	14c	1 50
Spring Lamb cost	8c	16c	1 75
Shearing Sheep cost	4c	8c	75
Shearing Sheep cost	4½c	9c	50
Shearing Sheep cost	5c	10c	35
Shearing Sheep cost	6c	12c	15
Wool Sheep cost	4c	8c	75
Wool Sheep cost	5c	10c	1 00
Wool Sheep cost	6c	12c	1 25
Wool Sheep cost	7c	14c	1 75

As Spring Lambs increase in value by the pound alive, the value of the pelt increases. As shearlings decrease in value by the pound, the value of the skin increases, as they are dear in the spring when the fleece is long, and brings the highest price, often $2.00 or more per pelt.

FORTY YEARS AGO VS. TODAY.

Forty years ago the killing of cattle was largely done in the open felds, using a tripod with a windlass attached to hoist the beef. A limb of a tree, or a beam in a barn sometimes answered the purpose. An ax was used instead of a cleaver to split. Today we have modern slaughter-houses with every known convenience for the handling and killing of cattle. Hogs were also killed in the open; the kettle suspended on a pole. Later the kettles were bricked in; wood and coal provided the heat. Now steam tanks are taking their place.

Sheep were dressed principally for their pelt. Carcasses sold at from 25c to 50c each. Today the carcass is the most valuable.

Sausage meat was first chopped by hand; then came the grinders with the wooden box; the rocker next, then the chopper, and last and best, the silent-cutter.

The stuffer was made from wood, a rather crude concern; then came the wagner, which has been supplanted by the steam stuffer.

The counter tops were of plain wood, and afterwards oilcloth adorned the top. Marble has taken their place. The blocks were cut from a log; some even had the bark on. Later they were made with legs, and now and then a bench to cut meats on. The sectional blocks have taken the place of all.

Refrigerators was unknown. The meats were dressed at night and cut up the following day. Then came the ice chest, the meat laying on the ice; then the ice box wet and damp, without circulation, and the boxes became somewhat dryer. Today we have the refrigerator, cold and dry, but still using ice. The next will be brine or compressed air, to supplant the ice.

Tallow was rendered in the open, made into cakes, and mostly sold locally for the manufacture of soap and candles.

In cutting meats, the quarters were laid on the block, a pin driven through into the block, when they commenced cutting from all sides, always taking care to keep the bones covered with meat. Trimmings were unknown. Meats were always sold to roast or stew; occasionally some one would want meat to fry. Beefsteak was unknown.

Killing of cattle locally was first supplanted by the refrigerator car, and later by the beef houses, which are in almost every city today.

In days gone by it required a vast amount of capital to operate a meat market in order to buy stock, own and operate a slaughter house, and carry a few customers; but today it requires just as much capital, and it is principally invested in book accounts.

Where there was one meat market then, there are ten today—all striving to making a living in some way.

And who is to blame? In years gone by, a young man would apprentice himself to work for not less than three years to learn the trade. He stepped on the lowest round of the ladder and worked his way to the top. Today they stand on the middle round and a very few work up; the majority fall down. These are the butchers we have today.

And this is just what makes unfair competition. For they do not know what or where they are at, but struggle and fight to the end. Then another takes his place, and so on. When will it ever cease?

Moral—There is a fool born every minute.

TO SELL BOILED HAM BY THE POUND.

Cost 15c, 16c, 18c and 20c per pound.

10 lbs. Boiled Ham @ 15c				$1 50
Plus 20 per cent				30
				$1 80
9¾ lbs. whole @ 18¾c				$1 82
¼ lb. shrinkage				
				$1 82
8½ lbs. sliced @ 21c			$1 78	
1 lb. shank			10	
½ lb. waste and shrinkage				
10 lbs.			$1 88	
10 lbs. Boiled Ham @ 16c				$1 60
Plus 20 per cent				32
				$1 92
9¾ lbs. whole @ 20c				$1 95
¼ lb. shrinkage				
				$1 95
8½ lbs. sliced @ 22c			$1 87	
1 lb. shank			10	
½ lb. waste and shrinkage				
10 lbs.			$1 97	
10 lbs. Boiled Ham @ 18c				$1 80
Plus 20 per cent				36
				$2 16
9¾ lbs. whole @ 22½c				$2 13
¼ lb. shrinkage				
				$2 13
8½ lbs. sliced @ 25c			$2 12	
1 lb. shank			10	
½ lb. waste and shrinkage				
10 lbs.			$2 22	
10 lbs. Boiled Ham @ 20c				$2 00
Plus 20 per cent				40
				$2 40
9¾ lbs. whole @ 24½c				$2 38
¼ lb. shrinkage				
				$2 38
8½ lbs. sliced @ 27c			$2 29	
½ lb. waste and shrinkage				
1 lb. shank			10	
10 lbs.			$2 39	

TURKEYS FULL DRESS TO 100 LBS. LIVE WEIGHT.

Thin Turkeys full dress from .....68 to 75 lbs. to 100
Medium Turkeys full dress from ...72 to 78 lbs. to 100
Fat Turkeys full dress from .....78 to 82 lbs. to 100

BLOOD OUT AND FEATHERS OFF.

Thin Turkeys .....82 to 85 lbs. to 100
Medium Turkeys .....84 to 88 lbs. to 100
Fat Turkeys .....86 to 90 lbs. to 100

COST OF DRESSED TURKEYS.

Cost alive 8c to full dress 10c
Cost alive 9c to full dress 11¼c
Cost alive 10c to full dress 12½c
Cost alive 11c to full dress 13¾c
Cost alive 12c to full dress 15c
Cost alive 14c to full dress 17½c

Based on 80 lbs dressed to 100 lbs live.
Add the cost of dressing and handling.

COST OF TURKEYS—BLOOD OUT, FEATHERS OFF.

Cost alive ..... 8c; blood out, feathers off 9c
Cost alive ..... 9c; blood out, feathers off 10¼c
Cost alive .....10c; blood out, feathers off 11⅜c
Cost alive .....11c; blood out, feathers off 12½c
Cost alive .....12c; blood out, feathers off 14c
Cost alive .....14c; blood out, feathers off 16c

Based on an average of 88 lbs. to 100 lbs.
Add the cost of dressing and handling.

TO SELL TURKEYS FROM MARKET AT A PROFIT OF 20 PER CENT.

Dressed Turkeys cost 9c per pound, sell 11c
Dressed Turkeys cost 10c per pound, sell 12c
Dressed Turkeys cost 11c per pound, sell 13¾c
Dressed Turkeys cost 12c per pound, sell 15c
Dressed Turkeys cost 13c per pound, sell 16c
Dressed Turkeys cost 14c per pound, sell 17c
Dressed Turkeys cost 15c per pound, sell 18c
Dressed Turkeys cost 16c per pound, sell 19c
Dressed Turkeys cost 18c per pound, sell 22c
Dressed Turkeys cost 20c per pound, sell 24c

Chickens, ducks and geese dress the same and also sell the same.

TO SELL SPRING CHICKENS.

Cost	$ 50 per pair;	Sell	$ 60 per pair
Cost	60 per pair;	Sell	75 per pair
Cost	70 per pair;	Sell	85 per pair
Cost	80 per pair;	Sell	95 per pair
Cost	90 per pair;	Sell	1 10 per pair
Cost	1 00 per pair;	Sell	1 20 per pair

Early spring chickens will full dress 70 lbs. to 100 lbs.

Early spring chickens, blood out, feathers off, 80 lbs. to 100 lbs.

Spring chickens, large, in fall, will dress 75 lbs to 80 lbs. to the 100 lbs.

Spring chickens, large, in fall, blood out, feathers off, dress 82 lbs. to 85 lbs. to 100 lbs.

COST OF SPRING CHICKENS—ALIVE.

Spring Chickens, alive, April .....20c per pound
Spring Chickens, alive, May .....18c per pound
Spring Chickens, alive, June .....16c per pound
Spring Chickens, alive, July .....12½c per pound
Spring Chickens, alive, August .....11c per pound
Spring Chickens, alive, September .....9c per pound
Spring Chickens, alive, October .....8c per pound

HENS DRESSED TO 100 LBS. LIVE WEIGHT.

Thin Hens, live weight, full dress ...76 to 80 lbs. per 100
Medium Hens, live weight, full dress 80 to 82 lbs. per 100
Fat Hens, live weight, full dress ....82 to 86 lbs. per 100
Thin Hens, blood out, feathers off ...82 to 85 lbs. per 100
Medium Hens, blood out, feathers off 84 to 87 lbs. per 100
Fat Hens, blood out, feathers off ....85 to 90 lbs. per 100

Fowl cost 6c alive, full dressed, cost 7¼c
Fowl cost 7c alive, full dressed, cost 8½c
Fowl cost 8c alive, full dressed, cost 9¾c
Fowl cost 9c alive, full dressed, cost 11c
Fowl cost 10c alive, full dressed, cost 12c
Fowl cost 11c alive, full dressed, cost 13¼c
Fowl cost 12c alive, full dressed, cost 14½c

Based on an average of 83 lbs to the 100.

Fowl cost 6c, blood out, feathers off 7c
Fowl cost 7c, blood out, feathers off 8c
Fowl cost 8c, blood out, feathers off 9¼c
Fowl cost 9c, blood out, feathers off 10½c
Fowl cost 10c, blood out, feathers off 11½c
Fowl cost 11c, blood out, feathers off 12¾c
Fowl cost 12c, blood out, feathers off 14c

Add 1 cent per pound for dressing.

Chickens should be shrunk before dressing. When buying, if the crops are full, deduct 5 lbs. to each 100 lbs., as they will shrink this amount in 12 hours.

TO SELL SALT PORK AT 20 PER CENT.

Cost 7c	Sell 8½c
Cost 8c	Sell 9½c
Cost 9c	Sell 11c
Cost 10c	Sell 12c
Cost 11c	Sell 13½c

TO SELL SPARE RIBS AT 20 PER CENT.

Cost 6c	Sell 7¼c
Cost 7c	Sell 8½c
Cost 8c	Sell 9½c
Cost 9c	Sell 11c
Cost 10c	Sell 12c

EGGS

Eggs cost 10c, Sell ..12c	Eggs cost 20c, Sell ..24c
Eggs cost 12c, Sell ..14½c	Eggs cost 22c, Sell ..26c
Eggs cost 13c, Sell ..15½c	Eggs cost 24c, Sell ..29c
Eggs cost 14c, Sell ..17c	Eggs cost 26c, Sell ..31c
Eggs cost 15c, Sell ..18c	Eggs cost 28c, Sell ..34c
Eggs cost 16c, Sell ..19c	Eggs cost 30c, Sell ..36c
Eggs cost 18c, Sell ..22c	

TO SELL BUTTERINE AT 20 PER CENT.

Cost 8c	Sell 10c
Cost 9c	Sell 11c
Cost 10c	Sell 12c
Cost 11c	Sell 13¼c
Cost 12c	Sell 15c
Cost 13c	Sell 15½c
Cost 14c	Sell 17c
Cost 15c	Sell 18c
Cost 16c	Sell 19c
Cost 18c	Sell 22c

TO PACK PORK.

150 lbs. Hog, Dressed, @ 5c cost		$7 50
29 lbs. Ham @ 7c	$2 03	
26 lbs. Shoulder @ 5c	1 30	
18 lbs. Brisket @ 7c	1 26	
42 lbs. Back @ 5c	2 10	
12 lbs. Head @ 2½c	30	
5 lbs. Leaf Lard @ 6c	30	
4 lbs. Feet @ 1c	04	
10 lbs. Trimmings @ 3c	30	
2 lbs. Spare Ribs @ 2c	04	
2 lbs. Waste		
150 lbs.		$7 67

150 lb. Hog @ 6c		$9 00
29 lbs. Ham @ 8¼c	$2 39	
26 lbs. Shoulder @ 6c	1 56	
18 lbs. Brisket @ 8c	1 44	
42 lbs. Back @ 6c	2 52	
12 lbs. Head @ 3c	36	
5 lbs. Leaf Lard @ 6c	30	
4 lbs. Feet @ 1½c	06	
10 lbs. Trimmings @ 4c	40	
2 lbs. Spare Ribs @ 2c	04	
2 lbs. Waste		
150 lbs.		$9 07

NOTE—These tables show the approximate cost of the different cuts to sell add the profit.

150 lb.	Hog @ 7c	$10 50
29 lbs.	Ham @ 9½c	$ 2 76
26 lbs.	Shoulder @ 6½c	1 69
18 lbs.	Brisket @ 9¼c	1 66
42 lbs.	Back @ 7c	2 94
12 lbs.	Head @ 3½c	42
5 lbs.	Leaf Lard @ 7½c	37
4 lbs.	Feet @ 1½c	06
10 lbs.	Trimmings @ 5c	50
2 lbs.	Spare Ribs @ 3c	06
2 lbs.	Waste	
150 lbs.		$10 46

150 lbs.	@ 8c	$12 00
29 lbs.	Ham @ 10¾c	$ 3 12
26 lbs.	Shoulder @ 7¾c	2 01
18 lbs.	Brisket @ 10¼c	1 84
42 lbs.	Back @ 8¼c	3 46
12 lbs.	Head @ 3¾c	45
5 lbs.	Leaf Lard @ 8½c	42
4 lbs.	Feet @ 1½c	06
10 lbs.	Trimmings @ 5½c	55
2 lbs.	Waste	
2 lbs.	Spare Ribs @ 3c	06
150 lbs.		$11 97

NOTE—Approximate cost of cuts.

150 lbs.	@ 9c		$13 50
29 lbs.	Ham @ 11¾c	$ 3 38	
26 lbs.	Shoulder @ 8½c	2 21	
18 lbs.	Brisket @ 11½c	2 07	
42 lbs.	Back @ 9¼c	3 89	
12 lbs.	Head @ 4½c	56	
5 lbs.	Leaf Lard @ 9½c	48	
4 lbs.	Feet @ 2c	08	
10 lbs.	Trimmings @ 7c	70	
2 lbs.	Spare Ribs @ 4c	08	
2 lbs.	Waste		
150 lbs.			$13 45

These prices may vary a little from time to time, according to supply and demand. Any article that is in demand will always bring a better price than one that must be crowded off, as the sacrifice in price must make it sell. You will notice that as pork in the hog advances in price, the better cuts advance very rapidly, while the poorer cuts remain almost stationary.

There is always more or less shrinkage in the Hog before it is cut; and again after it is cut up into pieces, the amount of shrinkage is hard to determine. It will all depend on how long the pork lay around before cutting and packing. There is also expense attached to the cutting and handling of the pork. This again all depends upon the facilities you have for handling, the wages you pay for labor, etc.

The schedules are prepared to show what amount of ham, bacon, shoulder, back, head, feet, etc., can be cut out of pork, and the approximate value or cost of each article. If a hog weighs more than 150 pounds, the cuts will all weight more. If the hog weighs less, the cuts will weigh less.

TO TRIM PORK BACKS TO LOINS.

100 lbs. Backs @ 5c		$5 00
65 lbs. Trimmed Loins @ 6⅛c	$3 98	
35 lbs. Fat @ 3c	1 05	
		$5 03

100 lbs. Backs @ 6c		$6 00
65 lbs. Trimmed Loins @ 7 1-3c	$4 77	
35 lbs. Fat @ 3½c	1 22	
		$5 99

100 lbs. Backs @ 7c		$7 00
65 lbs. Trimmed Loins @ 8½c	$5 52	
35 lbs. Fat @ 4¼c	1 49	
		$7 01

100 lbs. Backs @ 8c		$8 00
65 lbs. Trimmed Loins @ 9¾c	$6 34	
35 lbs. Fat @ 5c	1 75	
		$8 09

100 lbs. Backs @ 9c		$9 00
65 lbs. Trimmed Loins @ 10¾c	$6 99	
35 lbs. Fat @ 5¾c	2 01	
		$9 00

100 lbs. Backs @ 10c		$10 00
65 lbs. Trimmed Loins @ 12c	$ 7 80	
35 lbs Fat @ 6½c	2 27	
		$10 07

NOTE—This is for medium fat backs. If the backs should be very fat, they may not cut over 55 pounds to the 100. If lean, they may cut as high as 75 loins. An average would be 65 pounds to the 100 pounds. This is the actual cost of the loins and not the selling price.

TO RENDER FAT PORK.

100 lbs. Fat Pork @ 4c $4 00
70 lbs. Rendered Lard @ 5¾c $4 02
100 lbs. Fat Pork @ 5c $5 00
70 lbs. Rendered Lard @ 7¼c $5 08
100 lbs. Fat Pork @ 6c $6 00
70 lbs. Renedered Lard @ 8½c $5 95
100 lbs. Fat Pork @ 6½c $6 50
70 lbs. Rendered Lard @ 9½c $6 65

	Lard.
100 lbs. Fat from thin grass Hogs renders	55 to 65 lbs.
100 lbs. Fat from medium Hogs renders	65 to 75 lbs.
100 lbs. Fat from good Hogs renders	70 to 80 lbs.
100 lbs Fat from fat Hogs renders	75 to 82 lbs.
100 lbs. Fat from leaf lard Hogs renders	82 to 86 lbs.

The thiner the fat the less lard. The thicker the fat the more lard.

Grass, swill, malt and still-fed hogs will render less lard than corn and pea-fed hogs, as the fat contains more water than dry-fed hogs.

This table is for fat when it costs from 4c per pound to 6½c per pound, whether cut from hogs or loins.

TO CUT UP AND SELL PORK IN THE MARKET.

150 lb. Hogs @ 5c		$7 50
Plus 20 per cent		1 50
		$9 00
23 lbs Ham, fat off, @ 8½c	$1 95	
26 lbs. Loin, fat off, @ 8½c	2 21	
24 lbs. Shoulder, fat off, @ 6½c	1 56	
18 lbs. Brisket, fat off, @ 7½c	1 35	
5 lbs. Leaf Lard @ 6½c	33	
7 lbs. Feet @ 2c	14	
12 lbs. Head @ 2½c	30	
33 lbs. Fat and Trimmings @ 4c	1 32	
2 lbs. Waste		
150 lbs.	$9 16	

150 lb. Hog @ 6c		$ 9 00
Plus 20 per cent		1 80
		$10 80
23 lbs. Ham, fat off, @ 10c	$2 30	
26 lbs. Loin, fat off, @ 10c	2 60	
24 lbs. Shoulder, fat off, @ 8c	1 92	
18 lbs. Brisket, fat of, @ 9c	1 62	
5 lbs. Leaf Lard @ 8c	40	
7 lbs. Feet @ 3c	21	
12 lbs. Head @ 3c	36	
33 lbs. Fat and Trimmings @ 4½c	1 40	
2 lbs. Waste		
150 lbs.	$10 81	

NOTE—To find out what lard costs made from the fat, look at the preceeding page.

150 lb. Hog @ 7c		$10 50
Plus 20 per cent		2 10
		$12 60
23 lbs. Ham, fat off, @ 12c	$ 2 76	
26 lbs. Loin, fat off, @ 12c	3 12	
24 lbs. Shoulder, fat off, @10c	2 40	
18 lbs. Brisket, fat off, @ 10c	1 80	
5 lbs. Leaf Lard @ 9c	45	
7 lbs. Feet, @ 3c	21	
12 lbs. Head @ 3½c	42	
33 lbs. Trimmings and fat @ 4½c	1 48	
2 lbs. Waste		
150 lbs.	$12 64	

150 lb. Hog @ 8c		$12 00
Plus 20 per cent		2 40
		$14 40
23 lbs. Ham, fat off, @ 14c	$ 3 22	
26 lbs. Loin, fat off, @ 14c	3 64	
24 lbs. Shoulder, fat off, @ 12c	2 88	
18 lbs. Brisket, fat off, @ 11c	1 98	
5 lbs. Leaf Lard @ 9c	45	
7 lbs. Feet @ 4c	28	
12 lbs. Head @ 3½c	42	
33 lbs. Trimmings and fat @ 5c	1 65	
2 lbs. Waste		
150 lbs.	$14 52	

150 lb. Hog @ 9c		$13 50
Plus 20 per cent		2 70
		$16 20
23 lbs. Ham, fat off, @ 15c	$ 3 45	
26 lbs. Loin, fat off, @ 15c	3 90	
24 lbs. Shoulder, fat off, @ 13c	3 12	
18 lbs. Brisket, fat off, @ 12½c	2 25	
5 lbs. Leaf Lard @ 11c	55	
7 lbs. Feet @ 5c	35	
12 lbs. Head @ 4c	48	
33 lbs. Trimmings and fat @ 6c	1 98	
2 lbs. Waste		
150 lbs.	$16 08	

150 lb. Hog @ 10c		$15 00
Plus 20 per cent		3 00
		$18 00
23 lbs. Ham, fat off, @ 17c	$ 3 91	
26 lbs. Loin, fat off, @ 17c	4 42	
24 lbs. Shoulder, fat off, @ 14c	3 36	
18 lbs. Brisket, fat off, @ 14c	2 52	
5 lbs. Leaf Lard @ 12½c	62	
7 lbs. Feet @ 5c	35	
12 lbs. Head @ 5c	60	
33 lbs. Trimmings and fat @ 6½	2 14	
2 lbs. Waste		
150 lbs.	$17 92	

TO CUT UP HOGS.

Lay the hog on the back. Cut off head; split in two; chop off shoulders; chop off briskets; saw off the hams; saw off the feet. Do not chop off feet.

TO CURE HAMS.

Make a brine that will float an egg; let it settle, then skim off the foam. Add to each 10 gallons 5 pounds brown sugar, 1 ounce salt peter. Lay your hams on a bench or board; rub the face with granulated salt peter; insert a small piece into the shank, then rub on some dry salt. Place the hams in the barrel face up and leave for fifteen days; then remove hams, take out brine, replace hams on edge; allow to stand ten days; remove again and repack. At the end of from 32 to 45 days the hams are thoroughly cured.

10 lb. Ham cures in 30 days.
12 lb. Ham cures in 35 days.
14 lb. Ham cures in 38 days.
15 lb. Ham cures in 42 days.
18 lb. Ham cures in 45 days.

NOTE—Hams should always be weighted when packed in open barrels or tanks and kept below the brine.

TO CURE BACON.

Make brine same as for hams. Rub on salt peter and salt, and stand on edge in barrel. Bacon will cure as follows:

8 pound pieces, thin, 12 days.
10 pound pieces, thin, 14 days.
10 pound pieces, thick, 18 days.
12 pound pieces, thick, 20 days.
14 pound pieces, thick, 24 days.

TO CURE SHOULDERS.

The same as hams, but not so long.
8 pound shoulder, 24 days.
10 pound shoulder, 28 days.
12 pound shoulder, 35 days.

TO SMOKE HAM, BACON AND SHOULDER.

Take them from the brine and soak over night. Wash off with a brush; string and hang up for 12 hours. Start a slow fire with corn-cobs, green hardwood, or hardwood sawdust. Be careful and not get the fire too hot. Smoke for 48 hours.

NOTE—Never try to cure Hams and Bacon together as it will take almost twice as long for the Hams to cure.

LIVE HOGS WILL DRESS TO 100 LBS. LIVE WEIGHT.

Grass or swill-fed Hogs—150 lbs. to 200 lbs. live weight, dress from 65 to 70 pounds per 100.

Corn-fed, medium fat Hogs—150 lbs. to 200 lbs. live weight, dress from 70 to 75 pounds per 100.

Corn-fed, fat Hog—150 lbs. to 200 lbs. live weight, dress from 75 to 80 pounds per 100.

Grass or swill-fed Hogs cost 3c alive and 4½c dressed.
Grass or swill-fed Hogs cost 4c alive and 6c dressed.
Grass or swill-fed Hogs cost 5c alive and 7½c dressed.
Grass or swill-fed Hogs cost 6c alive and 9c dressed.
Corn-fed, medium, cost 3c alive and 4¼c dressed.
Corn-fed, medium, cost 4c alive and 5½c dressed.
Corn-fed, medium, cost 5c alive and 7c dressed.
Corn-fed, medium, cost 6c alive and 8½c dressed.
Corn-fed, medium, cost 7c alive and 9¾c dressed.
Corn-fed, fat, cost 3c alive and 4c dressed.
Corn-fed, fat, cost 4c alive and 5¼c dressed.
Corn-fed, fat, cost 5c alive and 6¾c dressed.
Corn-fed, fat, cost 6c alive and 8c dressed.
Corn-fed, fat, cost 7c alive and 9¼c dressed.

These tables are based on fairly shrunk hogs. Hogs full of feed will dress less. The pounds of pork a hog will make all depends on the condition the hog is in—the fatter the hog the more pounds to the 100 lbs. live weight.

TO SELL WHOLE OR SLICED HAMS.

15 lb. Ham @ 9c cost		$1 35
Plus 20 per cent		27
		$1 62
14 ¾ lb. Ham @ 11c	$1 65	
¼ lb. shrinkage		
15 lbs.	$1 65	
12 lbs. sliced @ 12½c	$1 50	
2½ lbs. shank	15	
½ lb. shrinkage and waste		
15 lbs.	$1 65	
15 lb. Ham @ 10c cost	$1 50	
15 lb. Ham @ 10 10c cost		$1 50
Plus 20 per cent		30
		$1 80
14¾ lb. Ham @ 12½c	$1 84	
¼ lb. shrinkage		
15 lbs.	$1 84	
12 lbs. sliced @ 14c	$1 68	
2½ lbs. shank	15	
½ lb. shrinkage and waste		
15 lbs.	$1 83	
15 lb. Ham 11c cost		$1 65
Plus 20 per cent		33
		$1 98
14¾ lb. Ham @ 13½c	$1 99	
¼ lb. shrinkage		
15 lbs.	$1 99	
12 lbs. sliced @ 15c	$1 80	
2½ lbs. shank	20	
½ lb. shrinkage and waste		
15 lbs.	$2 00	

NOTE—Should a shank weigh more than 2½ pounds sell it for more than 20 cents.

TO SELL WHOLE OR SLICED HAM.

15 lbs. Ham @ 12c cost		$1 80
Plus 20 per cent		36
		$2 16
¼ lb. shrinkage		
14¾ lbs. Ham @ 15c	$2 21	
15 lbs.	$2 21	
12 lbs. sliced @ 17c	$2 04	
2½ lbs. shank	20	
½ lb. shrinkage and waste		
15 lbs.	$2 24	
15 lbs. Ham @ 13c cost		$1 95
Plus 20 per cent		39
		$2 34
14¾ lbs. Ham @ 16c	$2 36	
¼ lb. shrinkage		
15 lbs.	$2 36	
12 lbs. sliced @ 18c	$2 16	
2½ lbs. shank	20	
½ lb. shrinkage and waste		
15 lbs.	$2 36	
15 lbs. Ham @ 14c cost		$2 10
Plus 20 per cent		42
		$2 52
	$2 52	
14¾ lbs. Ham @ 17c	$2 50	
¼ lb. shrinkage		
15 lbs.	$2 50	
12 lbs. sliced @ 20c	$2 40	
2½ lbs. shank	20	
½ lb. shrinkage and waste		
15 lbs.	$2 60	

NOTE—As the price of Hams increase the selling price of sliced Ham must increase as the price of shanks and waste cannot increase.

TO SELL BACON BY THE PIECE.

Bacon cost 9c, sell by piece 11 c; sliced 12½c
Bacon cost 10c, sell by piece 12 c; sliced 14 c
Bacon cost 11c, sell by piece 13½c; sliced 15c
Bacon cost 12c, sell by piece 15 c; sliced 16c
Bacon cost 13c, sell by piece 16 c; sliced 18c
Bacon cost 14c, sell by piece 17 c; sliced 18c
Bacon cost 15c, sell by piece 18 c; sliced 20c
Bacon cost 16c, sell by piece 20 c; sliced 22c
Bacon cost 18c, sell by piece 22 c; sliced 25c

TO SELL BOLOGNA.

Cost 5c, sell 6c per pound.
Cost 6c, sell 7½c per pound.
Cost 7c, sell 9c per pound.
Cost 8c, sell 10c per pound.

TO SELL PORK SAUSAGE.

Cost 6c, sell 7½c per pound.
Cost 7c, sell 9c per pound.
Cost 8c, sell 10c per pound.
Cost 9c, sell 11c per pound.
Cost 10c, sell 12½c per pound.

NOTE—Remember these goods all shrink, and the schedule allows for a reasonable amount of shrinkage.

TO SELL SHOULDERS OR PICNIC HAMS.

Cost 6c, sell 7½c per pound, whole.
Cost 7c, sell 9c per pound, whole.
Cost 8c, sell 10c per pound, whole.
Cost 9c, sell 11c per pound, whole.

TO SELL FRANKFORTS.

Cost 6c, sell 7½c per pound.
Cost 7c, sell 9c per pound.
Cost 8c, sell 10c per pound.
Cost 9c, sell 11c per pound.
Cost 10c, sell 12½c per pound.

On a profit of 20 per cent.

TO SELL LARD.

Cost 6c, sell 7½c per pound.
Cost 7c, sell 9c per pound.
Cost 8c, sell 10c per pound.
Cost 9c, sell 11c per pound.
Cost 10c, sell 12c per pound.
Cost 11c, sell 13¼c per pound.

TO FILL LARD PAILS AND CANS.

Lard pails and cans are always filled gross weight, namely:

3 lb. pails weighs 3 lbs., lard and pail.
5 lb. pails weighs 5 lbs., lard and pail.
10 lb. pails weighs 10 lbs. lard and pail.
50 lb. can weighs 50 lbs., lard and can.

NOTE—This is customary everywhere in order to get paid for the pails.

TO SELL PORK TENDERLOIN AT 20 PER CENT.

Cost 10c sell 12½c.
Cost 11c sell 13½c.
Cost 12c sell 15c.
Cost 13c sell 16c.
Cost 14c sell 17c.
Cost 15c sell 18c.
Cost 16c sell 20c.
Cost 17c sell 21c.
Cost 18c sell 22c.
Cost 20c sell 24c.

Remember in selling Tenderloin there is always more or less waste and shrinkage, and it is impossible to sell at a less price than the above table.

NAMES FOR HIDES AND SKINS.

Unborn calf under 7 pounds, Deacon.
From 7 to 16 pounds, Calf.
From 16 to 30 pounds, Kip.
From 30 to 45 pounds, Light.
From 45 to 70 pounds, Medium.
From 70 to 100 pounds, Heavy.
Hide from sheep, Pelt.
Hide from shearling, Skin.

NOTE—Calf Skins from 10 to 15 pounds always bring the highest price. Steer Hides from 70 to 100 pounds are all in demand and command a high price. Bull Hides are generally sold for the same price as No. 2 Hides. A No. 2 Hide is either cut or grubby.

WEIGHT OF HIDES.

Taken from 70 pound dressed Veal 9 pound skin.
Taken from 80 pound dressed Veal 10 pound skin.
Taken from 100 pound dressed Veal 12 pound skin.
Taken from 120 pound dressed Veal 15 pound skin.
Taken fro m140 pound dressed Veal 17 pound kip.
Taken from 160 pound dressed Veel 19 pound kip.
Taken from 200 pound dressed Veal 24 pound kip.
Taken from 300 pound dressed Steer 35 pound hide.
Taken from 400 pound dressed Steer 45 pound hide.
Taken from 500 pound dressed Steer 60 pound hide.
Taken from 600 pound dressed Steer 70 pound hide.
Taken from 700 pound dressed Steer 80 pound hide.
Taken from 400 pound dressed Cow 40 pound hide.
Taken from 500 pound dressed Cow 50 pound hide.
Taken from 600 pound dressed Cow 58 pound hide.
Taken from 700 pound dressed Cow 65 pound hide.

Cow Hides are lighter than Steer Hides and Bull Hides are heavier than Steer Hides.

SALTING HIDES AND PELTS.

Lay all skins with the hair sides down. Spread out. Throw on plenty of salt all over. If beef hides, turn in the head and bellies, making a square pile. Calf hides may be salted with beef hides. Pelts should be salted separate. If you have but one, rub salt on the flesh side, then hang up or throw over a beam to dry. If more than one, make a pile. Use plenty of salt and keep the pile moist as the hides will cure much better.

TO SMOKE PICKLED HAMS.

Hams Cost 8c.

100 lbs.	Pickled Hams @ 8c	$8 00
94 lbs.	Smoked Hams @ 8½c	7 99
6 lbs.	Shrinkage	

Hams Cost 9c.

100 lbs.	Pickled Hams @ 9c	$9 00
94 lbs.	Smoked Hams @ 9⅝c	9 04
6 lbs.	Shrinkage	

Hams Cost 10c.

100 lbs.	Pickled Hams @ 10c	$10 00
94 lbs.	Smoked Hams @ 10⅝	9 99
6 lbs.	Shrinkage	

Hams Cost 11c.

100 lbs.	Pickled Hams @ 11c	$11 00
94 lbs.	Smoked Hams @ 11¾c	11 04
6 lbs.	Shrinkage	

Hams Cost 12c.

100 lbs.	Pickled Hams @ 12c	$12 00
94 lbs.	Smoked Hams @ 12¾c	11 99
6 lbs.	Shrinkage	

The above schedule shows the exact cost of smoked hams, less the cost of handling and smoking, which in all probability is from ¼ to ½ cent per pound. This all depends upon the facilities for handling.

NOTE—These hams were shrunk and ready to be hung up in the smoke house.

Wet hams will shrink as much as 10 per cent.

PICKLED BELLIES TO SMOKE.

Bellies at 7c.

100 lbs.	Pickled Bellies @ 7c	$7 00
91 lbs.	Bacon @ 8c	7 20
9 lbs.	Shrinkage	

Bellies at 8c.

100 lbs.	Pickled Bellies @ 8c	$8 00
91 lbs.	Bacon @ 8 8-10c	8 01
9 lbs.	Shrinkage	

Bellies at 9c.

100 lbs.	Pickled Bellies @ 9c	$9 00
91 lbs.	Bacon @ 9⅞c	8 99
9 lbs.	Shrinkage	

Bellies at 10c.

100 lbs.	Pickled Bellies @ 10c	$10 00
91 lbs.	Bacon @ 11c	10 01
9 lbs.	Shrinkage	

Bellies at 11c.

100 lbs.	Pickled Bellies @ 11c	$11 00
91 lbs.	Bacon @ 12⅛c	11 03
9 lbs.	Shrinkage	

Bellies at 12c.

100 lbs.	Pickled Bellies @ 12c	$12 00
91 lbs.	Bacon @ 13¼c	12 06
9 lbs.	Shrinkage	

NOTE—The shrinkage on Bellies is more than on Hams owing to them being thinner than Hams and consequently dry out more. The cost of smoking and handling will vary from ⅜ to ⅝ cents per pound.

PICKLED SHOULDERS TO SMOKE.

Pickled Shoulders at 6c.

100 lbs.	Pickled Shoulders @ 6c	$6 00
92 lbs.	Smoked Shoulders @ 6½c	5 98
8 lbs.	Shrinkage	

Pickled Shoulders at 7c.

100 lbs.	Pickled Shoulder @ 7c	$7 00
92 lbs.	Smoked Shoulder @ 7⅝c	7 01
8 lbs.	Shrinkage	

Pickled Shoulders at 8c.

100 lbs.	Pickled Shoulders @ 8c	$8 00
92 lbs.	Smoked Shoulders @ 8¾c	8 05
8 lbs.	Shrinkage	

Pickled Shoulders at 9c.

100 lbs.	Pickled Shoulder @ 9c	$9 00
92 lbs.	Smoked Shoulders @ 9¾c	8 97
8 lbs.	Shrinkage	

NOTE—Shoulders cost about ½ cent per pound to handle and smoke.

YANKEE PORK SAUSAGE.

Since the pure food bill has gone into effect, make a little sausage and make it often, as the law prohibits the use of preservalines.

Trim your meat fairly lean. Trim off all the stale meat. Chop moderately fine. Season with pepper, salt and a very little sage. Stuff or sell in bulk.

Be sure and trim off all stale meat as it is far cheaper to throw away a pound of meat then to spoil the whole batch.

Moral—Good meat makes good sausage.

N. B.—If you are in a locality where they permit the use of preservaline, a little added will make your sausage stay fresh for 10 days.

NOTE—Salt and season to taste; use as little water as possible; charge more for your sausage and make them good. In warm weather use but a very little sage, as it will sour the sausage. Should you use a little beef, chop the beef first and very fine, then add the pork and chop again. A little ground mace or nutmeg may be added.

PICKLED SOUSE.

Clean pig snoots, cut from bone, and salt light in brine for a few days. Cook slow. Cut up in strips; stuff into beef bungs; season with salt, pepper, a pinch of marjoram, a small quantity of mustard seed, whole; add a little vinegar to pickle. Press and weight. Leave for 12 hours. This make a fine luncheon.

HEAD CHEESE.

Clean the heads thoroughly. Cut out eyes and ears. Salt for a few days in brine; add a little salt petre, as this hardens the meat and gives it a good color; then wash out and cook slow for 4 or 5 hours. Cut into strips and stuff into beef bungs. Season with pepper and marjoram. Put back into kettle so as to shrink the caseing, then put into cold water for 10 minutes, after which press between boards. Weight heavy. Leave stand 12 hours.

LIVER SAUSAGE.

Prepare heads as for head cheese. Cook very tender. Grind the meat fine. Cook about 10 pounds of liver to 100 pounds of meat. Grind or chop fine. Season with salt to taste, 10 oz. pepper, 6 onions, 2 oz. whole mustard seed, a small pinch of marjoram, a little ground cloves. Stuff in round beef casing. Put in kettle to scald the casing. Cool in water for 15 minutes. Hang up and dry. Keep in a cool dry place.

PRESSED CORNED BEEF.

Take plate and flank beef; make a brine of salt strong enough to float an egg. To 15 gallons brine add 2 oz. salt peter. Salt the meat 10 to 14 days, then boil slow 5 or 6 hours. Bone and stuff in cotton sacks; then press between boards. Weight down; let it stand for 12 hours, then clean off the fat from sacks. This makes delicious lunch meat; besides it works up your surplus stews.

100 pounds plate and flank @ 4c $4 00
Makes 37 pounds pressed beef @ 11c 4 07

THE PROPRIETOR.

Business, is it is termed, means the buying and selling of goods. In order to be successful, you must charge enough more to cover the first cost of goods and all the expense of selling—your salary, your rent, whether you own the building or not, and interest on your money invested. If you own the building and can rent it for $25.00 a month, it is worth that to you. If you could work for someone else and command $15.00 a week, you should be worth that to yourself. These items should be charged up against your business. Your business is as legitimate as any, and your gross profits should be based on a percentage large enough to cover all the above items; consequently we have made all calculations on a basis of 20 per cent above original cost. This is intended as a safeguard against losing money when the market is up.

Anyone can sell meat when it is cheap.

TIPS FOR THE PROPRIETOR.

"Goods bought right are half sold."

"If we please you, tell others; if we don't, tell us."—Your motto.

"The quality of your goods, your prices and the way you treat people will advertise your business.

"A man of words and not of deeds is like a garden full of weeds."

Be careful when you wait on children, as you must judge for them.

Never sell spoiled meat knowingly.

Try and send meat that will please and not displease.

If you don't want any trade, lock up.

Allow no accounts to run beyond your means to carry them.

Never borrow money to carry accounts.

A bird in the hand is worth three in the bush.

Money saved is money earned.

Never buy what you don't want.

The time to sell is when you have a buyer.

When you have a man in your employe who is shiftless, careless, and spends his money in a foolish way, he is shiftless every way, and hardly ever satisfied, because he never sees anything from his labor; but on the other hand, if he is of a saving disposition for himself he will be for you. They are the ones to encourage and keep in your employ.

Advance them and pay them all you can afford.

Always have a regular time to open and also to close. On holidays have a half day for yourself, and never open on Sundays. You will live just as long, and if you cannot make money in six days, you will never make it in seven.

Six days thou shalt labor and on the seventh thou shalt rest.

It is not the dollar that you make that makes one rich; it is the dollar that you save.

Do your customers who go away on their summer vacation (who owe you) ever stop to think or ask you if you need any money to do business with while they are gone?

Do not tell everybody of your troubles. Keep them to yourself.

If you lose money, look for it where you lost it.

If you make a little money, save at least a part of it, as some day it may be of some use to you.

Your business is as legitimate as any other business and you should base your percentage of profits high enough to cover all expenses and leave you a margin of clear profit.

A man may look dear to you at $15.00 a week but he may be cheaper than a $10.00 man.

Remember that paper costs money.

Keep plenty of ice. It is cheaper than meat.

Don't try to spoil 100 pounds of sausage trying to save a pound of spoiled meat.

Never trim your meat any more than is absolutely necessary, as it all costs you money.

The trimmings may be your only profits.

Horses cost money. Look after them. If your wagon needs a bolt or two, put them in. A stitch in time saves nine.

A little paint makes a vast difference in your market.

Keep the market supplied with brooms, brushes, soap and water. They will bring you trade.

If you expect to buy, you must sell. If you sell nothing, you buy nothing.

Have a man's friendship if you don't have his trade.

THE CLERK.

Be on time morning and noon.

Be pleasant, accommodating, neat and clean.

Be certain that you earn what you get.

Be certain that your employer can aford to pay you what he does.

Be certain and work for his interest.

Be certain and do as you are told to do.

Be certain that the tools, blocks and counters are kept clean.

Be certain that you have on a clean apron.

Be certain that you do not waste too much paper.

Be certain and look after the stock of meats in summer. Allow nothing to go to waste.

Be certain to look at the refrigerator, before the ice is gone.

Be certain that you save a little of your earnings.

Be certain that you do not drink to excess.

Be certain that your wagons, horses and harness are clean.

Be certain that as you advance in years, that you forget your boyishness and settle down to business.

A FEW TIPS ON THE QUIET.

Take care of the pennies, and the dollars will take care of themselves.

Take care of your health, as health is wealth.

Take care of your business, for no one else will.

Buy as cheap as you can and sell for a fair profit.

Keep your accounts collected, for short accounts make long friends.

Do not hesitate to refuse credit if the persons are unworthy.

Limit all your customers according to their standing.

When you say "Yes," mean "Yes."

When you say "No," mean "No."

Never watch and wait for a friend who has a note to indorse.

Always charge enough for your meats to cover the first costs and the expense of selling added.

BUSINESS.

Never hire a man who will lie, steal, smoke cigarettes, or get drunk.

Never allow your men to run you or your business.

Never give them too much freedom with your money.

Never allow them to abuse your horse or any animals.

Never place too much confidence in your customers.

Never indorse a note for a friend.

Never carry much money about you.

Never hide it in the stove. Put it in a bank. Never throw away receipts.

Never forget to lock your door.

Remember, you are not in business for your health.

Politics and business don't mix any better than oil and water.

To be a business man is one thing.

To be a politician is another.

TEN COMMANDMENTS.

Thou shalt not lie.
Thou shalt not steal.
Thou shalt not trust (everyone).
Thou shalt not forget (to pay your bills).
Thou shalt not give (short weight).
Thou shalt keep good meats.
Thou shalt keep your place clean.
Thou shalt hire honest clerks.
Thou shalt keep sober.
Thou shalt not forget to charge goods.
Moral—Do to others as you wish that they should do to you.

Don't tell everyone all you know.
Don't throw mud.
Don't quarrel with your customers.
Don't be afraid to say "No."
Don't spend money that does not belong to you.
Don't neglect your book accounts.
Don't neglect to put on a clean apron.
Don't forget to scrub your floor.
Don't belittle your competitors.
Don't forget you have a home.
Don't cry over spilt milk.
Don't tell everybody how much money you are making.

BLOOD POISON.

This is caused by a scratch, and coming in contact with putrid meat, green, slippery, slimy or verdigris from brass on the saws or scales.

Symptoms—The sore turns purple, red, itches, becomes inflamed, and if not cared for in time, may produce death.

Poultice with linseed meal, slippery elm, and a few drops of carbolic acid, as hot as you can stand it. Keep putting on new ones for hours, which will draw it to a head. Lance, and let the matter out. Poultice again until the inflammation has disappeared.

If there is danger of it spreading, take Iodine and paint a circle above it, as it will not pass this. To heal the wound, take ½ pound pure lard, ¼ oz. Iodysyl, 3 tablespoons of arnica; apply night and morning. In severe cases call in the doctor.

CARE OF HORSES.

A horse; a kingdom for a horse.

Keep the barn clean and dry. See that the horses teeth are in good shape so that they can properly grind their food. This is half the battle, and will protect against colic or indigestion.

Feed regularly; water often (but not when warm).

You can feed too much oats as well as too little. If your horse is poor, feed a small quantity of linseed meal or raw linseed oil in oats night and morning. Never feed wilted grass to a horse. Shoe as often as required. Don't wait for the shoes to fall off. In summer pack the front feet with whiterock clay or linseed meal twice a week. If the hoof becomes hard, use the following on outside:

Equal parts of turpentine, pine tar, neatsfoot oil, and Tanners oil. For scratches, use lard, sulphur, carbolic acid, and calomel. For foot-rot or thrush, clean out the frog and dust in powdered calomel. For sores and galls, one pound lard vaseline, pine tar, equal parts; melt together; add tablespoon carbolic acid, arnica, calomel; wash the sore with castile soap and keep it clean.

In case of colic and no veterinary near, boil what spices you have on hand, such as pepper, ginger, cloves, salt soda; when cool, put in a bottle and force down throat. That will relieve until you can get a veterinary. For urine, give teaspoon salt peter in oats or sweet spirits of Nitre. For worms, 2 to 4 oz. turpentine; repeat after three days; in one pint raw linseed oil. For sprains, use turpentine, vinegar, amonia and white of eggs, equal parts; shake well. This will not blister. A good brushing with a stiff brush will add to the appearance of the horse.

TO FEED SHEEP.

Sheep should have moderately warm quarters, dry under foot and overhead; plenty of water and salt. The forage should consist of alfalfa, clover, cornstalks, bean or pea straw. Grain should be oats, cracked corn, peas or beans. Start to feed grain slowly gradually increasing the amount. Timothy hay, oats or wheat straw have little value, but turnips sugar beets, rutabaggas and mengels are very valuable in feeding sheep.

TO FATTEN CHICKENS AND TURKEYS.

Chickens and Turkeys should be kept on a ground floor. Cover floor with sawdust, coal or wood ashes and a little slack lime. Keep as clean as possible. Whitewash roosts and walls; clean out the droppings often, as they contain a vast amount of amonia which is very injurious. Give plenty of water; provide a box for grit of some kind; oyster-shells, gravel, broken pottery, etc. Don't neglect this, as they must have them. Provide a dust-bath, consisting of slack lime and wood ashes. Feed in troughs, wheat, rye, buckwheat, ground bone; in day time; in the evening, whole corn.

LAYING HENS.

Feed as above, but if you boil the morning feed and add a little red pepper and once in a while scalded bran, it will make your hens lay.

BUYING STOCKERS OR FEEDING CATTLE.

Start right by buying good, bright, thrifty cattle, well bred, with two good ends. Avoid Jerseys and Holsteins. If you want cattle of 800 pounds each, buy them. If you want heavier cattle buy them; but do not mix, for light and heavy will not feed alike. Buy dehorned cattle, as they are much easier to keep and care for, and are not so unruly. Always buy cattle in good flesh, as they are in condition to stand the grain.

COW LOSING HER CUD.

Take one pound of fat salt pork, cut in long strips and force down throat. This will give almost immediate relief.

TO FATTEN HOGS.

Boil your feed, such as beets, potatoes, pumpkins, etc. It will go further and produce more pork than if fed raw. Feed ear corn. Keep the pens clean and dry. Give plenty to drink, and a little charcoal once a week, as this prevents sour stomach or indigestion.

SMALL PIGS.

Should have all their feed boiled.

CARE OF BROOD SOWS.

Never give brood sows much dry grain. Their feed should be of a sloppy nature. Provide with a good large nest. If the nest is small, she will be apt to kill her young. Should she eat her pigs, give her a piece of fat pork; it will satisfy her appetite. In winter, pen her up in a warm place and watch her for a few days. When the pigs are born, see to it that they are nursed properly. Use chaff or short straw for bedding.

HOW TO STUFF SAUSAGE.

Bologna should be stuffed tight as it prevents shrinking.

Frankforts moderately tight so as to allow for the twisting.

Pork sausage moderate to allow for the tying.

Liver sausage slack to allow for expansion of the liver and contraction of the caseing.

Head cheese tight in order for the meat to congeal and stick together.

Blood sausage slack so as to allow for expansion of the blood and contraction of the caseing.

Pressed corned beef should be stuffed as tight as can be done as the meat must adhere together and become solid.

TO FEED CATTLE IN OPEN LOT.

Build a shed by setting posts into the ground 7 feet high. Side up with any kind of lumber or poles. Place poles over the top of the posts and build the straw-stack over the top of the shed, leaving a large opening for a door. Keep the shed well bedded. Build a feed rack in the lot 3 feet high, 4 feet wide, and as long as is needed. Feed the corn stalks and all, and as much as the cattle will clean up. Water twice a day. The water should be luke warm in winter, as cattle will thrive better than on ice cold water. Heat the water by placing a tank heater in the tank. Build a cover over the tank and make a lid out of one-half the cover.

Ten hogs will feed with each 25 head of cattle.

Salt the cattle once a week.

TO FEED CATTLE.

Start to grain cattle while on the grass. Increase the amount of grain gradually. Give all the water they will drink at least twice a day. Salt once or twice a week. When the grass is gone, give them all the hay, corn, fodder or ensilage that they will clean up. Keep the barn dry and warm. The water should be luke warm; this can be done by placing a heater in the tank. You will find this will aid greatly in the feeding of cattle: One pint linseed meal should also be given at least once a day; roots will answer the same purpose.

DEHORNING CALVES.

This should be done when the button starts. Dampen around the horn; take a caustic pencil and pass around the roots of the horn. In a short time the button will drop off. Be careful that you do not burn your fingers with the pencil.

REFRIGERATOR.

Should be built with double floors, walls and glass, not less than seven feet high inside, to allow a person to stand upright with a hog or quarter of beef, etc. Build racks on the two sides and rear end, a display rack at the front windows. Have the lower part of the refrigerator extend out into the market, making a convenient place for the keeping of salt pork and corned beef barrels, also a slide upon which to lay pieces. Have it so arranged in the rear where the ice is put in that it may be put in as rapidly as possible and as large pieces as can be handled, for the more you break the ice up, the sooner it will melt.

The ice door should fit very tight, and not be opened except to put in ice. Accommodating anyone with a piece of ice means a loss of ice and money to you, and is considered to be a bad practice.

BRINE FOR BEEF.

Do not make as strong as for Hams. Make from salt and water; 1 ounce of salt peter to 10 gallons brine, so that when an egg is placed in it, it will just come to the surface. Skim off the foam, as this is caused by the lime in the salt.

TO CORN BEEF.

Take the beef while fresh. Do not wait until it is spoiled, as it is too late then to corn it. Cut into suitable pieces, trim off the ragged ends and drop into the brine loose.

SMOKE HOUSE.

A smoke-house should be built of brick, not less than 12 feet high. The ventilation should be at the top under the eaves. About six feet from the ground have dropping doors; below these you smoke your sausage; above these the meats. When hanging up the meats stand on one door; pass the meat up through the other. There will be room enough above for three rows of meat. A vent hole may be cut in the bottom of the door.

NOTE—Summer sausage, head-cheese, or pork sausage should be smoked above with cool smoke as for hams.

SOUR BRINE.

When brine begins to turn yellow, throw it away, as it is getting sour and will spoil your meat. Salt is by far cheaper than meat.

SLAUGHTER-HOUSE.

A slaughter-house should be built at least two feet above the ground. should be double-boarded and papered between to make it warm enough so that the beef does not freeze in winter. There should be plenty of windows with screen wire on the outside so as to keep out the flies in summer. The floor should pitch to one side or to the center of the building into a trough, which should pitch slightly in order that the water, etc., may be easily swept out. The floor should be strong, and covered with matched lumber as tight as it can be laid in order to prevent the blood and water dripping through, as this usually causes the stench around the house. The hog-lot should be no less than ten feet from the building. A trough leading from the building to the hog-lot. The beams should be high enough to permit the killing of any animal, also strong enough. The windlass should be placed in the corner out of the way. The floor ring should be near the cattle-pen and in line with the windlass. The scalding kettle for hogs should be oblong, bricked in, commencing from the ground, leaving the fire-place below the floor. This will leave your scraping table so that the men can stand on the floor to work. The killing pen for hogs should be the height of the kettle. An incline chute should be built from the hog-lot to the killing pen. One side of the building should have a rack the entire length to hang small stuff on. Be certain that you have plenty of water. Whitewash as often as required. Tallow should never be rendered in a slaughter-house. Build a small shed alongside.

KILLING OF CATTLE.

Cattle should never be killed when they are warm or on a full stomach. Let the head lie lower than the body so as to allow them to bleed properly. When sticking, merely sever the main artery. Do not stick clear through and cause the blood to gather inside and clot. Work as rapidly as possible. When your beef is sided, open it up and raise; remove the entrails at once; wipe the hind legs; saw down the tail and rump; split through the loins with a cleaver; hoist up and split neck through to floor; pump out the shoulders; trim off the blood from inside of neck, stroke down the veins in the kidneys; then wipe with a clean cloth rung out of water. Never throw water on beef. In wiping the back, wipe up and not down.

NOTE—Always wash off and hang up the liver, heart and tongue.

KILLING HOGS.

Do not kill when warm or on full feed. Be sure they bleed properly. Take pains and not shoulder-stick. Throw a little slack lime or wood ashes in the water, as this will soften the water so that the hair comes off easier.

Take your time in scalding. Do not get your water too hot. Try the ears and feet. If they go, the rest will come. Always scrape head, feet and tail first. Shave the hog on the bench; cut out gamble cords; hang up; throw cold water on outside; scrape down with a knife or scraper; open from top to breast-bone; remove entrails; split open breast; remove liver and lights; dash a little water in neck; take a damp cloth and wipe inside. Use no water inside the hog. Never kill or stick a hog until you are ready to scald. Remove entrails as quick as possible.

NOTE—Hang up the pluck.

KILLING SHEEP.

Do not kill when warm. Cut their throat and break neck by pushing the head backwards. Skin out front legs; pull back the skin from breast; skin out hind legs; unjoint the feet and separate the cords in rear of legs; tie legs together with a heavy twine; hang up in the open so that you can work all around; open skin on belly; skin back the flanks with knife, then push off the pelt with your fist to the back on both sides. Loosen the pelt on the hind legs and pull down (do not tear); cut around the rectum; pull it out; cut off tail; then drop your pelt; come in front; skin down each side of neck; pull the skin down from the back of neck; unjoint front feet. Wipe with a damp cloth. Use no water. Open up; remove bladder, entrails, etc. Wipe out with damp cloth.

KILLING OF LAMBS.

Do as with sheep, and when you come to take out entrails, first remove the call or net from pouch; keep it clean; lay it on the flesh side of pelt; cover it up to keep it soft and warm; wipe out the lamb; put in your back sets, then take your call with the thin end up and stretch it across the hind legs, letting it hang down to the breast-bone; fasten on the outside of hind legs with a skewer and on each side on the ends of the back sets. Also strike the call between the hind legs with a knife to separate it; wrap around hind legs; cut a small slit in the call where the bladder is, so that the air may circulate between the hind legs; also over the kidneys; pull the kidneys through and let them hang. Lambs should be left hanging until cool, never load warm lambs.

KILLING CALVES.

Do not kill when warm. Strike on the head with hammer. Cut the throat from ear to ear; take out the head; unjoint hind legs; stick a hole in the gamble-joint for the gamble; hang up; remove intestines; split open the breast; remove the liver, heart, etc.; take out hind legs and front legs; wipe out. Use no water. Hang up the pluck and head.

KILLING CHICKENS.

Cut the head off or cut throat. Stick a hole through neck back of the head and sever artery, or cut across the roof of mouth. To do this you must hang up by the legs. Do not get the water too hot. Put in a small piece of soap, as this will soften the water. Pick the feathers off (do not rub). Dip in hot water, then into cold water, as this will plump them up. Draw and hang up by legs until cool before packing. Never pack when warm.

KILLING TURKEYS.

Shrink well, then dress the same as chickens. Take pains not to tear the skin.

KILLING DUCKS AND GEESE.

Always pick the breasts dry, as the water will not penetrate. Scald, then wrap in a piece of wet burlap. Let them lay and steam for ten minutes or more. This will shrink the quill and allow the feathers to come out easy. Never pack in a box or barrel while warm.

RENDERING LARD.

Cut up your fat in small pieces. Cut off all tainted parts. Should the kettle be rusty or black, put in a little water and soap. Take a piece of sand-stone and scour until it is bright. Put in about one pint of water, then put in your lard. Use a slow fire for the first 15 minutes. Increase until nearly done. Then slow down. When the scrap is dark yellow, take out the lard. Do not wait until the scrap is brown. Have the lard press and cooler clean. Tie a piece of cotton over the top of the cooler, through which strain the lard. Remove the cloth and allow the lard to settle and cool before putting into packages. Should the fat be a trifle sour, slice some potatoes or apples and drop in the lard while it is cooking. This will sweeten it. If you are clean and careful, you cannot help but make good lard.

RENDERING TALLOW.

Render the same as lard. Render often. Never leave slaughter-house fat lay on the floor, but hang up all you can; the rest lay on a rack in order that it may dry out, as it will render much quicker. The foam on tallow or lard is caused by the water in the fat.

RENDERING GREASE.

Grease skimmings from cooking can be worked up into your tallow if taken fresh, but should you have an accumulation, put into the kettle, pour in two pails of water, let it come to a boil, then skim off the grease. Empty the kettle; put in the grease again and boil until it stops steaming. Put into your tank to cool.

TO SMOKE BOLOGNA.

Let the bologna dry off a little before putting in the smoke-house. Start your fire and let the smoke-house get hot before putting in the sausage. The sausage is simply dried by heat and not smoke. Use dry, clean hardwood, split fine, so as to make a brisk fire. Have your water ready to boil. When the bologna floats and the skin is firm, the bologna is cooked.

Frankforts are smoked the same as bologna. Hang them far enough apart to allow the heat to pass between them. Let the sausage cool off before tieing into bunches.

MORE TRUTH THAN POETRY.

Waste not, want not, is a maxim I would teach.
Let your watch be dispatch and practice what you preach.
Never let your chances like sunbeams pass you by,
For you'll never miss the water 'til the well runs dry.

TO TRIM HAMS.

Saw off the foot above the gamble-joint. Saw off the ham from the loin. Do not chop. Have a long, sharp knife. Cut off the surplus fat from face of ham. Cut round on corners on the large ends of ham; cut well under. Hold your knife straight up and down.

TO TRIM BACON.

Cut flank off square. Should the belly be flabby and ragged, trim off surplus fat.

TO TRIM SHOULDERS.

Saw off foot above knee. Cut out the spare rib, then cut off the top end square. Cut the neck off almost to the shoulder-joint, leaving the joint covered. Level up the face.

BUYING LIVE CATTLE.

The best and safest way to buy is by weight, then you get what you pay for. To determine the quality of the cattle is to find out their condition. Cattle that are fat have a thick flank, a large cod; the root of the tail is thick; the rump is well covered; the brisket hangs down and is full; the throat is thick, and the back is broad and full; the sides are straight; the abdomen or belly is drawn up. An experienced buyer never puts his hand on cattle; he judges them with the eye. To buy by the dollar means years of experience. There is no rule governing this. It is simply good judgment. There are men in the business who can lay a bunch of ten to twenty cattle within one hundred pounds of their weight.

TO KEEP LARD.

Lard should be kept in a cool place during summer. If exposed to the heat, it will become rancid. Never use salt in lard. Use clean tight packages.

TO CLEAN BARRELS.

When pork or beef barrels get slimy, use hot water and soap. Scrub inside and outside, and stand in the open air (to air out). Avoid salting and packing meats in a sour barrel.

SAGE.

Buy the whole leaf, as it is much stronger, and also purer than the powdered or ground.

GARLIC.

Keep in glass fruit jars sealed up; if not, it will evaporate.

BOILING HAMS.

In boiling hams have water warm before placing in the hams, then run the temperature up to 200 deg. F., after which allow temperature to drop slowly to 160.

The hams should remain in the water about 4 to 6 hours, after which place them in cold water for 15 minutes—then place in cool room to drain or in water. Let them lay in the water they are boiled in over night.

BLOOD SAUSAGE.

Use 60 pounds fresh cheek, 20 pounds pig skins, 20 pounds fresh strained hog blood. The pork should be boiled and chopped fine, then mix with the blood. Season with 1 ounce ground white pepper, 4 ounces cloves, 5 ounces allspice and ½ ounce marjoram. Fill loosely into beef middles then scald 1 hour in water below the boiling point. prick occasionally with thin wire, on being pressed if no blood is observed the sausage is done. To smoke dry for 24 hours, then place in cold smoke.

HEAD CHEESE.

To 12 salted pig heads use 10 pounds beef cheek meat, hearts or neck trimmings, in fact any meats that cannot be worked up to advantage in other sausage. When cooked cut or chop into dice or narrow strips adding a few pig tongues cooked and cut up into strips or left whole. For 100 pounds stock season with 6½ ounces ground white pepper, ½ ounce ground nutmeg, 2 ounces allspice, 1 ounce ground celery seed.

POLISH SAUSAGE.

Take 50 pounds beef trimmings and 25 pounds pork trimmings preserved with ¼ pound salt petre for 5 days and 25 fresh pork trimmings from pig heads or butts. Chop to about half pea size, adding while chopping 35 pounds water, 6 ounces ground white pepper and 6 pieces garlic rubbed up with salt. Fill into hog casings, form into double links 8 to 10 inches long and smoke over hot fire from 2 to 2½ hours.

BOLOGNA SAUSAGE.

Use two-thirds beef, preserved with salt petre and one-third fresh beef; chop to about bean size; then add 8 pounds of fat pork to every 100 pounds of beef; chop all together to the required fineness. While chopping add from time to time 20 to 30 pounds of water to each 100 pounds of meat, season with 10 ounces black pepper, 5 ounces ground cloves and 2 ounces Coriander seed, and let it stand in a cool room over night before stuffing. Stuff tight into beef rounds or middles, smoke lightly about 40 minutes or until the casings are shrunk, cook in hot water until the sausage floats then drop them into cold water for a few minutes, after which hang up. By following instructions the bologna will retain its moisture and give satisfaction.

PORK SAUSAGE.

Take 100 pounds moderately lean fresh pork trimmings and 16 ounces salt. While chopping season with 6½ ounces ground white pepper, ½ ounce ground nutmeg, 2 ounces allspice, 1 ounce ground celery seed, 2 ounces ground mace, a small quantity of finely powdered sage; adding from time to time after the meat is partly chopped 10 to 15 pounds of water.

Pork sausage made as above directed will keep fresh for several days.

Stuff the mass into hog casings making small links or in sheep casings if for fancy trade. The above can be sold under various fancy names.

PORK SAUSAGE No. 1.

Use 50 pounds of nice lean pork trimmings; and 8 ounces salt; season with 4 ounces ground white pepper, 1 ounce allspice and a small quantity sage; adding from time to time, while chopping, 5 to 8 pounds of water. Use no water in summer.

SMOKED PORK SAUSAGE.

Take 50 pounds of beef preserved with salt peter; 25 pounds of pork with salt peter and 25 pounds of fresh pork trimmings. First chop the beef, then add the pork, add a little water while chopping. Mix well and season with 6 ounces of mace, 2 ounces Cayenne pepper and 4 ounces of ground white pepper; stuff into pork casings, forming the usual links and after drying a short time smoke over a cool fire from 2½ to 4 hours.

WIENERWURST.

Take 10 pounds of veal; 50 pounds of lean pork; 30 pounds beef that has been preserved with salt peter and 10 pounds of fat pork. Chop the whole fine; add while chopping 20 to 30 pounds of water, season with 10 ounces black pepper, a little garlic to flavor, if so desired, 4 ounces ground corriander, 2 ounces ground mace or nutmeg. Set in cool room over night, mix well into paste; stuff into sheep casings. Smoke 2 hours over slow smoke.

SUMMER SAUSAGE.

Take 40 pounds good lean beef, 40 pounds lean pork preserved with salt and salt peter and 20 pounds fat pork; cut up into small pieces. First chop the beef fine, then add the lean pork, chop again, then add the fat pork that has previously been cut up into small pieces. Use no water. Salt and pepper to suit, adding about 2 ounces whole mustard seed, a little cardamon seed. A rocker is best as the meat is not so apt to become overheated. allow to remain in a cool room for one or two days, turning the chopped mass to allow it to become thoroughly cool. Then knead well and stuff into beef middles or hog bungs very tightly, hang in the air to dry several days, after which smoke for 3 to 5 days in a cool smoke. The casings should be soaked well over night previous to being used to remove the salt and make them soft.

TO CLEAN TRIPE.

Use hot water about the same temperature as for scalding hogs. Throw in slack lime enough to make the water milk-white; throw in the pouch and stir well. Try it often; when scalded, lay it on a board and scrape with a hog-scraper until clean. Trim the edges off and wash out in fresh water to remove the lime, then cook slow for five hours. When done, drop into cold water to make them white.

PIGS FOR ROASTING.

Pigs to roast should be small, from eight to fifteen pounds when dressed.

To dress—bleed the pig carefully. Do not have the water too hot when scalding. Scald slowly. Shave the pig well. Wash off in clean water and scrape well. Remove the eyes and toes; open from the hams to the breast-bone; remove the intestines, liver, etc.; remove the rectum from behind; open the throat and remove wind-pipe; wipe out with damp cloth.

TO CURE DRIED BEEF.

Take the beef from the rounds. Separate the pieces in the seams; rub with salt-peter, sugar or syrup and salt in rotation. Pack into crock or barrel tight as you can, then weigh down, as the beef should make its own brine; if not, make some sweet brine, enough to cover the meat. If the pieces are not too large, they will cure in 20 days. Soak over night and wash off. String and hang up to drain, after which smoke with a slow fire for 48 hours.

TO CORN BEEF.

Cut the beef into suitable pieces. Trim off all the ragged ends and any dry or putrid parts. Drop into brine; use no salt, as it will make the beef black and hard. Use brine as per formula.

TO CLEAN PIGS FEET.

Soak in warm water until they are soft; dip the toes into boiling water, then take a hook and pull off the toes; shave with a small, sharp knife.

TO CLEAN BUNGS, MIDDLES AND ROUNDS.

Remove the fat from outside; then empty them out; turn inside out. Use hot water to scald. Scrape with a dull knife to remove the slime. Wash out in fresh water; then salt them in dry salt, packing them down solid, after which make a very strong brine and pour into the package until the brine is even with the salt.

NOTE—Care should be taken not to get the water too hot, or you will shrink the guts.

PEPPER.

Always buy whole pepper whether black or white. Get the best grade of sifted pepper then you will be certain that there are no adulterations.

PAPER.

Buy 50 pound fiber in rolls as this is the proper weight and made expressly for butchers and is the most economic paper to use. Dispense with the old straw and also square paper.

TWINE.

To tie parcels and roasts use clean white twine. Never buy the cheap gray. For hams and bacon use heavy wool twine.

SKEWERS.

Buy hickory in preference to beach or maple.

DISHES.

Always buy maple, as they are better than paper.

L. OF C.

LINIMENT FOR SPRAINS.

1 oz. Camphor.
2 ozs. Arnica.
½ oz. Chloroform.
1 oz. Amonia.
Shake well before using.

TO CURE A FELON.

Felons usually come at the root of the finger nail, generally caused by a bruise.

Symptoms—Great pain, and swelling; the skin over the felon red.

To cure—Dip in boiling water several times in succesion. The following day a white spot will appear, when open apply salve to draw out the puss and heal.

TO CURE BOILS.

Apply hot poultice. When the head becomes white, lance and apply salve to draw and heal. Never apply tupentine to a boil as it drives it away and into your system.

TO MAKE NEAT FOOT OIL.

Take the marrow from the shin bones of cattle. Melt and strain; then add lampblack to blacken. Best oil you can get for harness or any kind of leather or to apply on horses hoofs.

POULTICE.

Bread and milk, apply hot.
Mullen leaves cooked in milk, apply hot.
Flaxseed and slippery elm, apply hot.

IMPORTANT.

The most important feature of the meat business is to keep the pieces cleaned up; allow no odds and ends to accumulate. When you see that you are getting a surplus on hand, salt them in time. Do not wait until it is too late, for after meat is spoiled, neither salt nor saltpeter will save it. Remember that you pay for it all, and that you must get all you can out of it.

This is where a great part of the losses occur. It amounts to a great many dollars during a year.

Throw away nothing. Utilize it all. This is what counts.

LIGHT.

Keep your market well lighted. Nothing adds more to the appearance of a market. Gas or electric lights are the best, as there is no offensive odor from either. Oil and gasoline both have their faults. Keep a night light burning so that strangers can see that there are meat markets. There is nothing so dismal as a dark store at night.

HEAT.

A market should be heated a little in winter, just enough to keep the meats from freezing, and make it comfortable for the customers and employes.

PENCILS.

Pencils to be used on books should be hard, and for marking parcels soft.

PARCELS.

Parcels should be marked plainly with name and street number to avoid mistakes.

TO SELL BEEF TONGUES.

Fresh sell from 10c per lb. to 15c. This all depends on the price of beef.

To salt—Make brine as for corned beef.

To smoke—After being in brine for 15 days, soak over night, hang up by small end and smoke with a slow fire for 24 hours, then hang up in a cool place. Always hang up by small end.

INVOICES.

Always check them up on receipt of the goods. Should there be any mistakes, this is the proper time to complain. Do not wait until the goods are sold to make a complaint.

LARD PAILS.

In buying lard pails, have your name and business address on them. This will advertise your business, as they are in evidence everywhere.

SALT.

For sausage, use clean fine salt. For packing and brine, use coarse rock salt. It is the best and purest for all kinds of pork and beef.

SALT PETER.

The proper kind to buy and the cheapest is crystal, as it protects you against adulteration.

TO GRIND KNIVES.

Never grind a knife on a dry emery wheel, for if you do, you are taking great chances on burning it and drawing out the temper. Use water, or even better, the old-style water stone.

SAFE.

Protect yourself by having a safe, not for your money alone, but for your books and papers, which also represents money.

HOOKS.

Hooks should be galvanized and kept clean.

To clean, soak in hot soap water; scrub with a brush, and wipe dry.

TOOLS.

A market should be well supplied with small and large knives, cleavers, saws, steels, etc., and should be kept clean.

TOWELS.

Provide the market with towels, and teach the men to use them in preference to their aprons.

BLOCK BROOM.

Have a special broom for this purpose in a convenient place, as it will answer the purpose better than the one you use to sweep the floor.

SCREENS.

Have screens on all doors and windows; endeavor to keep out all the flies you possibly can, and make your market inviting.

SCALES.

Keep your scales accurate and clean, as the customers always look at a scale.

AMONIA IN BARN.

To destroy amonia in a barn or hen-house, sprinkle the floor with air slacked lime.

FOR DISENFECTING SEWERS.

Use amonia, chlorate of lime, copperas or concentrated lye. Either will answer the purpose.

TO WASH CANVASS.

Canvass or beef cloths should be soaked in cold soft water. Make a strong soapsuds, to which add concentrated lye or potash. Soak for 12 hours, after which wash in hot water or lay on the floor and scrub with a broom.

TO WASH APRONS.

Never put blood-stained aprons into hot water, as this causes spots wherever blood is. Soak over night in soapsuds, rub out the blood, then wash in hot water.

ANIMAL HEAT IN MEATS.

This is caused by overheating all kinds of animals and fowls before killing. There is no remedy for the meats when so affected.

Indications—The fat around the kidneys has a greenish cast; the round at the hip-bone and the shoulder have the same appearance; the thin parts are not so apt to be affected. The meat has also a peculiar sour odor. It is more prevalent in summer than in winter, but it oftentimes happens in winter when meats or poultry are packed into boxes or barrels when still warm; then it is liable to occur even on the coldest day.

Prevention—Animals and fowls should be well shrunk and be in a normal state at the time of killing, and left hanging until the heat escapes, then it is ready to pack or be placed into the storage.

KNIVES.

Buy them from the butcher supply-houses, for they are in position to sell you what you want; besides you get a better article for less money than you can buy in ordinary stores. They are made expressly for butchers.

BLOCKS.

Blocks should be kept clean. Do not use a brush; use a scraper, as they will keep a block more level, and if scraped from the counter, will give the block a white appearance.

To dress the top of a block, stand on end, mark the edges around the block where you intend to cut it off; use a cross-cut saw well filed, and cut slowly. Next take a plane and cut the edges off and scrape the top well. If the legs are too short, fit pieces on the bottom, and screw on.

BASKETS.

Provide the market with plenty of clean baskets. Keep the paper in the baskets clean, as nothing you do looks more tidy than neat and clean baskets. Remember, they are taken into the houses of your best customers.

ACCOUNTS.

Make them out the first of each month regardless of who and what they are, whether they are large or small, as small accounts are oftentimes more easy to collect than large ones.

COLLECTIONS.

Be prompt with your collections. Attend to them closely. Never tell anyone how much money you have.

TRUSTING.

To give credit is not compulsory. It is merely a matter of accommodation, and should be appreciated by the debtor. He should of his own accord come to you at your place of business and liquidate the account, and not compel you to coax and beg for what justly belongs to you.

Always ascertain whether a customer is worthy of credit before trusting, after giving them credit it is too late.

COUNTERS.

Counters should have marble slabs. Never lay tools or stand crocks on a marble slab. Avoid scratching and marring. Nothing looks more tidy and inviting than a a neat clean counter.

TELEPHONE.

Be prompt in answering. Do not talk any longer than is necessary. Someone else may want to call.

DELIVERING.

Have good horses, wagons, etc., and most of all, a good man. Be exact and prompt. Instruct your man to clean the mud from his feet before entering houses, and to never meddle with anything in the houses he enters; also to be tidy, clean and polite, as this will please your patrons. Be as prompt as possible.

CREDIT.

If you are doing a credit business. never give out pass-books, as there is more trouble and dispute over them than over all the rest of your business combined. Use duplicate slips, sending out one with the meat each time. Keep them footed up, and your customer will know at all times just what they owe, giving them no chance whatever to dispute the amount, or claim that they did not get this or that. Attend strictly to your collections. Allow no one to run a long-winded account. Never be afraid to ask even your best customer for money, for "he who hesitates is lost."

Remember it is not compulsory to trust. It is merely a matter of accommodation.

COLLECTING.

The main feature of collecting is to get the creditor started to pay. This is generally done by calling on him constantly as no one likes to be dunned. Treat him civilly and retain his friendship. Never force a collection until you have tried all honorable means.

Never take a man's note in settlement if he is intending to leave the city, as it is generally worthless; it is but an acknowledgment of the account. An account is practically outlawed in seven years.

To sue a creditor and obtain judgment means to keep the account alive for seven years longer.

Never send a good dollar after a bad dollar.

EVADING THE QUESTION.

Lady (newly married)—Have you any lamb fries?

Clerk—No, not at present.

Lady—When will you have some?

Clerk—That I cannot say.

Lady—But you generally have them.

Clerk—When we can get them.

Lady—What kind of meat are they?

Clerk—They are taken from a lamb.

Lady—What part of a lamb?

Clerk—They are something similar to sweet breads.

Lady—But they are good to eat?

Clerk—Yes, we sell all we get.

Lady—When you have some I want to get some.

Clerk—Very well.

Lady—A friend of mine told me to get some for my husband.

Clerk—Almost faints.

Lady—Be sure and send me the first you get. Adieu.

CURTAIN DROPS.

THE APPRENTICE.

Don't be afraid to work.

Don't be afraid to learn.

Do as you are told to do.

Don't imagine that you know it all, for you are never too old to learn.

Remember, the man that employs you has something to say.

Your wages may be small, but it may be more than you earn.

It costs money to go to school, also to learn a trade.

Your ambition should be to be boss some day. Moral —Save your money.

Go to bed early, get up early.

"Early to bed, early to rise, makes a man healthy, wealthy and wise."

In climbing the ladder to fame, always start on the bottom round and work your way up.

Save something for a rainy day.

Learn to write plainly and be quick at figures.

"The pen is mightier than the sword."

Be kind to dumb animals.

The truth is always better than a lie.

What belongs to you is yours, what belongs to the other people belongs to them.

In picking up a rope, be careful that there is not a horse on the other end.

If you expect your employer to be interested in you, you must be deserving, honest, upright and take an interest in his business.

Do not wait to be driven to do anything, do it with a will. "Fortune favors the brave."

TRIALS AND TROUBLES.

Lady—Have you nice chickens?

Clerk—Yes, ma'm. (Shows them).

Lady—I don't like the looks of them. Some are too large and some too small. Have you no others?

Clerk—No, ma'm, these are all we have.

Lady—What are your ducks like?

Clerk—We have some very nice ones.

Lady—I don't call them nice. Look how fat they are.

Clerk—Why, they are not fat; they are merely covered.

Lady—What have you in lamb to roast?

Clerk—The best we have had this winter.

Lady—Yes, that is fine, but my husband don't like lamb. Have you veal?

Clerk—Yes, we have some very good veal.

Lady—But we will have company for dinner, and I know they don't like veal. What are you going to buy, Mrs. Brown?

Mrs. Brown—I want a nice roast of beef.

Lady—I think I will have a roast of beef. I suppose you have a good roast for me?

Clerk—Yes, ma'm. How large a roast do you want?

Lady—Five pounds will be a great plenty. Don't make it any more.

Clerk—It weighs five and one-half pounds.

Lady—I am sorry now that you did not make it six, as I forgot about the company, but we will make it do.

Clerk—Will I take out the bone and roll it?

Lady—If you please, and put a large piece of suet in the center.

Clerk—Will that be all today?

Lady—Yes. But I wish that the roast was a pound larger. Could you sell it to someone and give me about six or six and a half pounds?

Clerk—A roast after it is cut off and rolled is very hard to sell, as it may be too large or too small.

Lady—Well, if I can't get what I want here I will trade somewhere else.

Clerk faints and is taken home in the ambulance.

LICENSE FOR BUTCHERS.

Each state should pass a law whereby butchers should pay a license, and go before a board of examiners and be examined as to their competency; the examination should consist of:

1st. Operating a market.
2nd. Tending market or cutting of meats.
3rd. Making of sausage.
4th. Curing and smoking meats.
5th. Killing and slaughtering.

Each applicant should be given a certificate according to what he knows. Then whenever a butcher wanted to hire a man he would know something about what he was getting, but instead he often buys a cat in a bag.

Aside from this the public would have the satisfaction of knowing when they entered a meat market that they were being waited on by a butcher who thoroughly understood his business and could be depended on instead of a shoemaker.

HAWKERS AND PEDDLERS.

Should be licensed in cities and villages so as to make them stand their just share of taxation and put them somewhat on an equal footing with the butcher who pays rent, taxes, etc., and who remains in business during the whole year. The huckster is generally in evidence only at times when meats are cheap or just at a time when the butcher could make something; also it would reduce the number of hucksters so that the huckster who pays for a license would be benefitted.

BOARD OF EXAMINERS.

Each state should have a board of examiners consisting of five expert, competent butchers (not politicians), who should formulate some plan to examine all butchers as to their competency and grant them a certificate accordingly. Thus doing away with the so-called fake butcher who has never learned the trade, but who is simply an imposter.

BUTCHERS' SOCIETIES.

Each city or town should have an organization for protection and sociability, as the butchers can accomplish more by acting as a unit than they can individually, besides the butchers in general are not a very neighborly class, oftentimes just a little too jealous of their competitor. Your motto should be, "Live and Let Live." Organization would rectify many of the existing evils in the butcher business.

ARE WE COMING TO THIS?

As Wednesdays and Fridays are generally observed as fish days and as fish markets are scarce in many localities and the butcher is depended on to furnish all the meat product for the public, and as fish are often times hard to obtain, will it ever resolve itself into the raising of cattle, hogs, sheep, chickens, etc., that will have the fish flavor and may be eaten on these lenten days, or will we ever be in a position to offer the public some new animals for food such as the elephant, giraffe, rhinoceros, lion, etc., instead of meats, and a substitute for fish, whale, walrus, sea lion or seal. There certainly must be some new kind of meat introduced to satisfy the tastes and fancies of many.

CUSTOMER'S RATING CARD.

Issued by the Retail Butchers' Association of Bay City, Mich.

Bay City, Mich.....190..

This is to certify that Mr.....has been trading with me on account for.....months, and I recommend him to be rated.....according to the association key words for.....

Pays.....week.....month.

Signed.....

KEY.

A—Do not trust.

B—Too slow for credit.

C—Not to exceed $5.00.

D—Pays regularly on pay days.

E—Good for any amount, but pays slow, owns property.

F—Good for any amount, owns property.

NOTE—When a customer applies for credit insist on him getting a rate card from the last butcher that he traded with. The cards should be issued by the association.

UNTRIMMED PORK TO SELL.

150 lbs. Hog, cost 5c	$ 7 50	
Plus 20%	1 50	
		$ 9 00
32 lbs. Ham @ 7c	$ 2 24	
31 lbs. Shoulder @ 6c	1 86	
42 lbs. Back @ 7c	2 94	
18 lbs. Brisket @ 7c	1 26	
12 lbs. Head @ 3c	36	
5 lbs. Lard @ 6c	30	
6 lbs. Feet @ 3c	18	
2 lbs. Trimmings @ 3c	06	
2 lbs. Waste		
150 lbs.		9 20

150 lbs. Hog, cost 6c	$ 9 00	
Plus 20%	1 80	
		$10 80
32 lbs. Ham @ 9c	$ 2 88	
31 lbs. Shoulder @ 7c	2 17	
42 lbs. Back @ 8c	3 36	
18 lbs. Brisket @ 8c	1 44	
12 lbs. Head @ 3c	36	
5 lbs. Lard @ 6c	30	
6 lbs. Feet @ 4c	24	
2 lbs. Trimmings @ 3c	06	
2 lbs. Waste		
150 lbs.		$10 81

150 lbs. Hog, cost 7c	$10 50	
Plus 20%	2 10	
		$12 60
32 lbs. Ham @ 10c	$ 3 20	
31 lbs. Shoulder @ 8c	2 48	
42 lbs. Back @ 9c	3 78	
18 lbs. Brisket @ 10c	1 80	
12 lbs. Head @ 4c	48	
5 lbs. Lard @ 8c	40	
6 lbs. Feet @ 5c	30	
2 lbs. Trimmings @ 4c	08	
2 lbs. Waste		
150 lbs.		$12 52

150 lbs. Hog, cost 8c	$12 00	
Plus 20%	2 40	
		$14 40
32 lbs. Ham @ 12c	$ 3 84	
31 lbs. Shoulder @ 9c	2 79	
42 lbs. Back @ 10c	4 20	
18 lbs. Brisket @ 11c	1 98	
12 lbs. Head @ 5c	60	
5 lbs. Lard @ 10c	50	
6 lbs. Feet @ 5c	30	
2 lbs. Trimmings @ 5c	10	
2 lbs. Waste		
150 lbs.		$14 31

150 lbs. Hog, cost 9c	$13 50	
Plus 20%	2 70	
		$16 20
32 lbs. Ham @ 14c	$ 4 48	
31 lbs. Shoulder @ 10c	3 10	
42 lbs. Back @ 11c	4 62	
18 lbs. Brisket @ 12½c	2 25	
12 lbs. Head @ 6c	72	
5 lbs. Lard @ 10c	50	
6 lbs. Feet @ 5c	30	
2 lbs. Trimmings @ 6c	12	
2 lbs. Waste		
150 lbs.		$16 09

150 lbs. Hog, cost 10c	$15 00	
Plus 20%	3 00	
		$18 00
32 lbs. Ham @ 16c	$ 5 12	
31 lbs. Shoulders @ 11c	3 41	
42 lbs. Back @ 12½c	5 25	
18 lbs. Brisket @ 14c	2 52	
12 lbs. Head @ 6c	72	
5 lbs. Lard, @ 11c	55	
6 lbs. Feet @ 5c	30	
2 lbs. Trimmings @ 6c	12	
2 lbs. Waste		
150 lbs.		$17 99

BEEF PERCENTAGE TO DIFFERENT CUTS AT RETAIL.

Loin steaks	15½%
Round steak	13½%
Rump roast %	6 %
Rib roast	11 %
Plate	11 %
Chuck	22 %
Flank	2½%
Suet	1½%
Shanks	7 %
Neck	2 %
Trimmings	4 %
Waste	4 %
	100 %

MUTTON PERCENTAGE TO DIFFERENT CUTS AT RETAIL.

Legs	24 %
Chop, rib and loin	28 %
Shoulder	24 %
Breasts	10 %
Shanks and trimmings	9 %
Waste	5 %
	100 %

VEAL PERCENTAGE TO DIFFERENT CUTS AT RETAIL.

Calf skin	12 %
Legs	18 %
Loin and rump	20 %
Chop	8 %
Breast	8 %
Neck	5 %
Shoulder	18 %
Shanks	4 %
Trimmings and waste	7 %
	100 %

PORK PERCENTAGE TO DIFFERENT CUTS AT RETAIL.

Ham and loin, trimmed	32½%
Shoulder, trimmed	16 %
Briskets	12 %
Head and feet	11 %
Leaf lard	3 %
Trimmings and fat	24 %
Waste	1½%
	100 %

PORK TO PACK—PERCENTAGE.

Hams	19½%
Shoulders	17 %
Bacon	12 %
Backs	28 %
Head and feet	11 %
Trimmings	8 %
Leaf lard	3 %
Waste	1½%
	100 %

EVAPORATION OF MEATS.

A carcass of beef will evaporate or shrink when killed about 8 pounds in one day and a like amount in the next six days, making a total of 16 pounds in seven days, after which the amount of shrinkage will be less.

Veal, lamb, mutton, pork and poultry will shrink about 2 pounds per 100 pounds in the first 24 hours, and the next six days about a like amount, making a total of 4 pounds to the hundred in seven days.

Smoked meats will shrink in the first 10 days about 3 pounds to the hundred and the next 10 days about 1 pound, making a total for 20 days of 4 pounds.

TO SELL MEATS AT WHOLESALE BY PER CENT.

Pork.	Cost.	Amount.	%	Profit.
200 lbs.	5c	$10.00	105	$10.50 or 25c per 100
200 lbs.	5c	10.00	107	10.70 or 35c per 100
200 lbs.	5c	10.00	108	10.80 or 40c per 100
200 lbs.	5c	10.00	110	11.00 or 50c per 100
200 lbs.	5c	10.00	112	11.20 or 60c per 100
200 lbs.	5c	10.00	115	11.50 or 75c per 100

Multiply the weight by the cost price; this will give you the cost; then multiply this amount by one plus the percentage of profit that you intend to make and this will give you the selling price. Example: If 100 pounds of pork cost $5.00, what must you sell for by the pound to get a profit of 10%? 1st cost $5.00; 10% is 50 cents or $5.50 for 100 pounds of pork, 5½ cents per pound.

TO SELL MEATS AT WHOLESALE FROM 40 CENTS PER HUNDRED PROFIT UP TO $1.00 PER HUNDRED, SHOWING THE PER CENT. OF PROFIT.

Pork.	Cost.	Profit.	
200 lbs.	9c	40c per 100 lbs.	80c or 4½%
200 lbs.	9c	50c per 100 lbs.	$1.00 or 5½%
200 lbs.	9c	60c per 100 lbs.	1.20 or 6 %
200 lbs.	9c	75c per 100 lbs.	1.50 or 8 %
200 lbs.	9c	$1.00 per 100 lbs.	2.00 or 11%

Example: 200 pounds of pork at 9c cost $18.00 on which you make 40c per hundred pounds or 80c on the pork or 4½% on the money invested.

REDUCING THE SELLING PRICE OF BEEF.

To reduce the selling price of beef, loin and ribs must increase the selling price of the cheaper cuts in order to make a gross profit of 20%; note the following table:

Beef Costs 5c	5c	6c	6c	7c	7c
Sell Loin 10c	9c	12c	10c	14c	12½c
" Round 9c	8c	10c	10c	11c	11c
" Rump 7c	7c	8c	8c	9c	9c
" Beef 8c	8c	8c	8c	9c	9c
" Flank 3c	4c	3c	4c	4c	5c
" Suet. 2c	2c	2c	2c	3c	3c
" Shank 20c	15c	20c	20c	20c	20c
" Rib 8c	8c	10c	9c	11c	10c
" Plate 4c	5c	5c	6c	5c	7c
" Chunk 5c	6c	6c	7c	8c	9c
" Neck 3c	3c	4c	5c	6c	6c
" Shank 15c	15c	20c	20c	20c	20c

NOTE—You will notice that as the better cuts decline in price the cheaper cuts advance, namely, to sell steak or roasts one cent a pound cheaper means to add it to the cheaper cuts.

REDUCING THE SELLING PRICE OF BEEF.

You will notice by the following table that it is almost impossible to reduce the selling price of the better cuts of beef without loosing money, as the cheaper cuts will not stand the advance; for instance, beef costs 8c, sirloin, etc., sells at 17c and plate at 6c. Beef at 8c, sirloin at 14c, plate at 8c, shanks, flanks, suet and trimmings, cannot be sold for a much larger price when beef costs 8 or 9c than when it costs but 6c.

Beef Costs	8c	8c	8c	9c	9c	10c	10c
Sell Loin	17c	15c	14c	18c	17c	21c	20c
" Round	13c	12½c	12½c	15c	14c	16c	14c
" Rump	11c	10c	10c	11c	11c	12c	12c
" Beef	10c	10c	10c	10c	11c	10c	11c
" Flank	4c	5c	6c	5c	6c	5c	7c
" Suet	3c	4c	5c	4c	6c	4c	6c
" Shank	25c	25c	25c	25c	25c	25c	25c
" Rib	12½c	12c	12c	14c	13c	16c	15c
" Plate	6c	7c	8c	8c	8c	8c	9c
" Chunk	8½c	10c	10c	10c	11c	11c	12c
" Neck	6c	7c	7c	7c	8c	7c	8c
" Shank	20c	25c	25c	25c	25c	25c	25c

Never rob Peter to pay Paul.

The man that wants the best must pay for the best.

PRICE LIST FOR MARKET.

This list should be posted in a place where the clerks can always see it and should be changed from time to time as the markets advance or decline, and one and all should sell goods at the same price, thus doing away with a great deal of guessing.

BEEF.

Sirloin steak	15-16c
Porterhouse steak	16-18c
Round steak	12½c
Rib roasts	14c
Shoulder roasts	10c
Rump roasts	10c
Neck	7c
Plate	6-7c
Flank	6c
Shanks	25c

LAMB.

Leg	18c
Rib chop	18c
Loin chop	18c
Shoulders	14c
Shoulder chop	14c
Briskets	8-10c

PORK.

Ham roasts	15c
Loin roasts	15c
Steak and chop	15c
Shoulders	14c
Salt pork	12½c
Pigs feet	5c
Pigs head	5c
Leaf lard	11c

VEAL.

Leg roast	15c
Loin roast	14c
Chops	14c
Shoulders	12½c
Shoulder chops	12½c
Stew	10c

HAMS.

Whole	16c
Sliced ham	18-20c
Bacon, whole	18c
Bacon, sliced	20c
Boiled ham	30c

LARD.

1 lb.	13c
3 lb. pail	36c
5 lb. pail	60c
10 lb. pail	$1.10-$1.20

CORNED BEEF.

Rump	10-11c
Shoulder	10c
Plate	6-7c
Tongue	14c

A MONTH'S BUSINESS.

Date		Beef	Pork	Veal	Mutton	Lamb	Hams	Bacon	Shoulders	Lard	Poultry	Wages	Supplies	Incidentals	Rent, Light and other Expenses	Money Received
July..	2	$ 37 80		$10 00	.....	$ 4 60	.....	.....	.....	.....	.....	.....	$ 3 20	$ 0 47	$ 1 40	$ 37 20
	3	6 20	$ 21 40	.....	.....	.....	.....	.....	.....	.....	$ 7 20	.....	.....	.....	6 00	41 35
	4	8 00		3 00	.....	.....	$21 00	.....	$ 7 42	.....	.....	.....	.....	1 14	.....	47 10
	5	.....	16 20	.....	$ 8 97	.....	.....	.....	.....	.....	.....	.....	.....	.....	1 85	52 00
	6	42 15	4 90	9 52	.....	5 12	.....	$ 8 60	.....	$ 7 50	31 00	.....	.....	12	.....	38 40
	7	5 27		.....	.....	.....	.....	.....	.....	.....	.....	$ 38 00	.....	.....	.....	118 00
Total.	...	$ 99 42	$ 42 50	$22 52	$ 8 97	$ 9 72	$21 00	$ 8 60	$ 7 42	$ 7 50	$ 38 20	$ 38 00	$ 3 20	$ 1 73	$10 25	$ 334 05
	9	5 74	18 00	.....	.....	4 94	.....	.....	.....	.....	.....	.....	.....	0 05	.....	39 00
	10	26 00	.....	9 81	11 16	.....	.....	.....	.....	.....	.....	.....	.....	64	.....	36 40
	11	11 00	.....	.....	.....	.....	.....	.....	.....	.....	4 30	.....	.....	.....	.....	87 25
	12	2 45	50 84	.....	.....	12 14	.....	.....	.....	.....	.....	.....	.....	12	.....	31 00
	13	39 27	.....	.....	.....	.....	12 00	6 05	4 27	16 00	.....	.....	8 54	.....	.....	42 40
	14	.....	.....	11 00	.....	.....	.....	.....	.....	.....	29 10	38 00	.....	1 14	4 00	107 00
Total.	...	$ 183 61	$ 111 34	$43 83	$20 13	$26 80	$33 90	$14 65	$11 69	$23 50	$ 71 60	$ 76 00	$11 74	$ 3 71	$14 25	$ 677 10
	16	.....	.....	.....	6 20	.....	.....	.....	.....	.....	4 30	.....	.....	.....	.....	33 70
	17	41 18	.....	.....	.....	.....	.....	.....	.....	10 80	.....	.....	.....	.....	.....	61 90
	18	30	27 42	12 00	.....	18 40	.....	.....	.....	.....	.....	5 00	.....	.....	.....	47 20
	19	16 34	.....	.....	.....	.....	21 60	13 00	8 10	.....	.....	.....	.....	0 72	1 60	34 90
	20	.....	35 14	9 13	5 40	.....	.....	.....	.....	.....	23 10	.....	14 27	.....	.....	41 80
	21	14 18	3 65	.....	.....	.....	.....	.....	.....	.....	.....	33 00	.....	47	11 00	139 00
Total.	...	$ 255 61	$ 176 55	$65 46	$31 73	$45 20	$44 60	$27 65	$19 89	$34 30	$ 99 00	$ 114 00	$26 01	$ 4 65	$26 85	$ 1035 60

	23	47 28	.....	8 47	.....	5 12	.....	.....	.....	.....	.....	.....	.....	.....	6 40	58 40
	24	.....	16 40	.....	.....	.....	27 20	.....	.....	.....	2 60	.....	.....	0 18	.....	64 70
	25	.....	.....	.....	8 27	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	41 90
	26	.....	39 68	.....	.....	.....	.....	.....	.....	.....	3 65	.....	.....	21	.....	52 00
	27	42 80	.....	11 13	.....	21 16	.....	8 00	.....	12 10	19 00	.....	.....	68	.....	29 30
	28	.....	.....	.....	6 18	.....	.....	.....	6 47	.....	.....	38 80	.....	.....	.....	112 00
Total.	...	$ 345 69	$ 176 55	$85 06	$46 18	$71 48	$71 80	$35 65	$26 36	$46 40	$ 124 25	$ 152 00	$26 01	$ 5 72	$33 25	$ 1035 60
	30	7 27	.....	9 46	.....	.....	.....	.....	.....	.....	7 27	.....	.....	.....	.....	21 40
	31	.....	12 80	.....	.....	7 35	.....		.....	.....	.....	.....	4 16	0 41	32 00	27 60
GD. TOTAL	...	$ 353 96	$ 245 43	$94 52	$46 18	$78 83	$71 80	$35 65	$26 36	$46 40	$ 131 52	$ 152 00	$30 17	$ 6 13	$65 25	$ 1442 90

Total Expenditures for Month, - $ 1384 27

A blank book, containing 60 pages, sufficient for a record of five years' business, can be obtained from C. & J. Gregory, Bay City, Mich.

The book is printed on good ledger paper and substantially bound. Send for sample page.

On the following page is a table containing the approximate expense of conducting a business from $10,000.00 to $30,000.00 annually, showing the different amounts that can be expended on a gross profit of 20%. While some of the amounts may be a trifle high, others may be low, as it would be impossible for anyone to compile a table and be exact, to fit all circumstances.

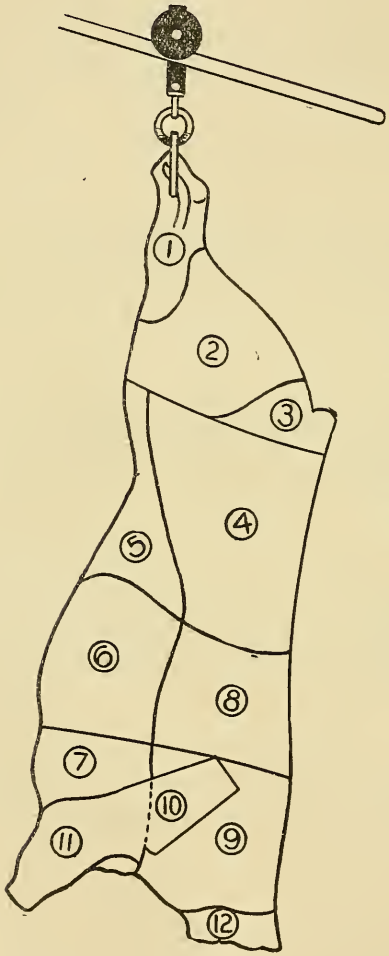
It is compiled chiefly as an object lesson, to convince many in the meat business that it is impossible to do business on a less gross profit than 20%. A great many men never draw a stipulated salary from their business, merely plod along in a haphazard way and take what money is needed, whether the amount is large or small. Consequently they never know how much money they have drawn from the business or how much they have made, or even the amount of moneys received during a year. Every man should keep an accurate account of all moneys received and all moneys expended during the year, keeping all items separate, showing the total amount of each separate item at the end of the year. This will give you a good idea of where the many leaks are which occur in any business. This may seem to many a lot of unnecessary work, but it will well repay you in the end.

Approximate Expense of a Ten, Fifteen, Twenty, Twenty-five and Thirty Thousand Dollar Business.

	$10,000.00	$15,000.00	$20,000.00	$25,000.00	$30,000.00
Rent	$ 180 00	$ 300 00	$ 400 00	$ 600 00	$ 800 00
Prop. Salary	700 00	884 00	1,040 00	1,040 00	1,040 00
Men	520 00	2 Men 900 00	2 Men 936 00	1,300 00	1,700 00
Keeping 1 Horse	100 00	2 Horses 180 00	240 00	240 00	360 00
Shoeing, Repair Wagon and Harness	30 00	50 00	60 00	75 00	100 00
$2,000 invested at 6%	120 00	$3,500 at 6% 210 00	$4,000 at 6% 240 00	$5,000 at 6% 300 00	$6,000 at 6% 360 00
Telephone	30 00	40 00	50 00	60 00	60 00
Ice	90 00	100 00	130 00	160 00	160 00
Loss on Acc'ts 1%	100 00	150 00	200 00	250 00	300 00
Light	24 00	35 00	50 00	60 00	72 00
Fuel	15 00	20 00	25 00	30 00	35 00
Paper	30 00	45 00	65 00	80 00	90 00
Twine	6 00	8 00	9 00	12 00	15 00
Dishes	3 00	4 00	5 00	8 00	10 00
Skewers	2 00	3 00	3 50	5 00	6 00
Postage	6 00	8 00	10 00	20 00	36 00
Stationery	10 00	12 00	20 00	30 00	40 00
Aprons and Laundry	10 00	13 00	15 00	20 00	20 00
Knives and Tools	12 00	16 00	20 00	40 00	40 00
Brooms	1 00	2 00	2 00	2 50	3 00
Taxes	10 00	18 00	25 00	35 00	40 00
Incidentals	25 00	50 00	100 00	150 00	150 00
Donations	10 00	20 00	50 00	75 00	75 00
Filing Saws	10 00	15 00	21 60	24 00	24 00
Bookkeeping			260 00	364 00	416 00
	$2,044 00	$3,083 00	$3,977 50	$4,980 50	$5,952 00
20%	$2,000 00	$3,000 00	$4,000 00	$5,000 00	$6,000 00

NOTE.—Advertising and Insurance have been omitted in the above schedule.

CUTS OF BEEF AND WHERE THEY COME FROM



1—Hindshank
2—Round
3—Rump
4—Loin
5—Flank
6—Navel End
7—Brisket
8—Rib
9—Chuck
10—Clod
11—Foreshank
12—Neck

Tenderloin,
Sirloin Strip,
Sirloin Butt,
Stripped Short Loin
Cut from No. 4.

Roll,
Spencer Roll
Cut from No. 8,

6 and 7 together
Plate.

8 9 and upper part
of 10 together
Back.

SPRING LAMB.

A lamb that is born after January 1st commands the best price, about Easter Sunday. Do not remove pelt from spring lambs in months of April and May; when dressing open the belly from the pouch down through the brisket, remove the entrails, leave the heart, liver and lungs in the lamb, remove the rectum and bladder so as to allow the air to circulate between the hams, put a spreader stick in the belly. Usual selling price:

April	.....	pelt	on	18	to	20c	per	pound
May	.....	"	"	15	"	18c	"	"
June	.....	pelt	off	16	"	18c	"	"
July	.....	"	"	12½	"	15c	"	"
Aug.	.....	"	"	12	"	14c	"	"
Sept.	.....	"	"	11	"	12½c	"	"
Oct.	.....	"	"	11	"	12c	"	"
Nov.	.....	"	"	10	"	12c	"	"

HEAD CHEESE.

To 12 salted pig heads use 10 pounds beef cheek, meat hearts or neck trimmings, in fact any meats that cannot be worked up in other sausage; when cooked cut into dice or narrow strips, adding a few pig tongues cooked and cut into strips; for 100 pounds of meat use 8 ounces pepper, 3 ounces corriander, 2 ounces whole mustard seed, 1 ounce cloves, 1 ounce cinnamon, mix well and add some of the broth in which the meat has been cooked, stuff into beef bungs, drop into the kettle for 15 minutes, then into cold water for 15 minutes, press tightly between boards.

NOTE—They can also be hung up and smoked.

BOLOGNA SAUSAGE.

Use 70 pounds of beef preserved for a few days with salt and saltpeter; 30 pounds of fresh beef, chop very fine, add 20 pounds of water while chopping, then take 5 pounds fat pork, cut into very small squares, season with 12 ounces black pepper, 2 ounces ground corriander, 4 ounces cloves, mix well and let it stand in a cool place until the following day; mix again and add 10 pounds more water; stuff into beef rounds or middles tightly, hang up to dry for a few minutes, after which smoke over a hot fire for 30 minutes or until the casing are dry, then cook in hot water until they will float, after which place the sausage into cold water for a short time as this will shrink the casing and prevents the casing from becoming wrinkled.

NOTE—A small quantity of garlic may be used to flavor.

PORK SAUSAGE, LITTLE PIG.

Take 100 pounds moderately lean fresh pork trimmings, chop very fine, season with 18 ounces salt, 6 ounces white pepper, 1 ounce ground nutmeg, 1 ounce allspice, 1 ounce ground celery, 2 ounces ground mace, a small quantity of powdered sage; when chopping add 10 to 15 pounds of water; stuff into small hog or sheep casing, making small links for fancy trade which can be sold under any fancy name.

N. B.—In summer time it might be well to use a little preservative and but very little sage.

SUMMER SAUSAGE.

Take 40 pounds of good lean beef, 40 pounds of good lean pork, chop the beef fine, then add the pork and chop again, then take 20 pounds of fat pork cut into small squares, mix all together, use no water, season with 4 ounces saltpeter, 2 pounds of salt, 12 ounces coarse ground white pepper, 2 ounces whole mustard seed, a little cardamon seed, allow the meat to stand in a cold place from 2 to 4 days, turn the chopped mass so as to allow it to become thoroughly cold, then mix well and stuff tightly into hog bungs, hang up by the large end and let them dry for several days, then smoke from 3 to 5 days in a cool smoke, soak the casing well for 24 hours before using so as to make them soft and also to remove the salt; keep the sausage in a cool, dry place.

BLOOD SAUSAGE.

Use 60 pounds fresh cheek or neck pork, 20 pounds of pig skins, 20 pounds fresh strained hog's blood; the pork and skins should be boiled, then chop the pork fine and the skins into small squares, then mix with the blood, season with 5 ounces pepper, 4 ounces cloves, 3 ounces allspice and ½ ounce Marjoram, fill loosely into beef middles, then scald in water for 1 hour below the boiling point, prick occasionally with a thin wire; when the blood stops flowing, the sausage is done, hang up to dry for 24 hours, then smoke lightly.

POLISH SAUSAGE.

Take 50 pounds of beef trimmings and 25 pounds of pork trimmings preserved with 4 ounces saltpeter and 1 pound of salt for 5 days, and 25 pounds fresh pork trimmings; chop to about half pea size, adding while chopping 25 pounds of water, 6 ounces pepper and 1 head of garlic rubbed up in salt, fill into hog caseing, form into links 8 or 10 inches long and smoke over moderate hot fire for 2 hours.

BOILING HAMS.

In boiling hams have the water warm before placing in the hams, then run the temperature up to 200° F., after which allow the temperature to drop to 160°. The hams should cook slowly from 4 to 6 hours, after which place them into cold water for ½ hour, then place in a cool room to drain.

N. B.—In cold weather the hams will improve if left to cool in the water that they were boiled in.

BEEF TENDERLOIN.

Taken from the under side of the loin of beef directly under the kidney suet, the most valuable part of the beef, costs from 12½ to 22 cents per pound or more than twice the cost of beef by the carcass.

SIRLOIN STRIPS.

Taken from the top of a loin of beef the entire length; cost from 10 to 16 cents per pound; generally used by hotels or restaurants for small steaks. This strip is boneless.

SPENCER ROLLS.

Taken from the back of the beef out of the first eight ribs (the eye from the rib roast), this strip is boneless and sells from 8 to 14 cents per pound, owing to quality and the price of beef used by hotels and restaurants for small steaks.

SMOKED PORK SAUSAGE.

Take 40 pounds of lean beef preserved for a few days with saltpeter, 40 pounds of fairly lean pork preserved the same; first chop the beef very fine, then add the pork and chop again, then add 20 pounds of fresh pork, use but a little water, mix well and season with 12 ounces pepper, 1 ounce cayenne pepper, 3 ounces mace, salt to taste, 1 ounce allspice, mix into a stiff paste, then stuff into hog caseing, hang them around the stick; hang up to dry for 12 hours, smoke over a cool fire for 6 hours; pains should be taken to turn them on the sticks when in the smoke house so as to allow them to smoke even.

NOTE—Do not link sausage when you want to smoke them as they will not smoke in between the links.

WEINERWURST.

Take 30 pounds of lean beef preserved with saltpeter for a few days, 10 pounds of veal, 50 pounds of lean pork; chop the beef and veal very fine, then add the pork and chop again, add while chopping 25 pounds of water, season with 10 ounces black pepper, 2 ounces mace, 1 ounce cinnamon, a little garlic to flavor, salt to taste; after chopping set the mass into a cool room over night, then mix again into a stiff paste, stuff into sheep caseing, tie off in lengths of 3 to 4 inches, hang up for a while to dry, then smoke over a hot fire for 20 to 30 minutes; keep in a cool, dry place.

TO QUARTER MEATS.

Beef should be quartered so that the hind quarter contains no rib; leave a portion of the flank on the front quarter, for this is the proper place to hang up a front quarter on a hook, for without the flank it is almost impossible to find a place for the hook, as the flesh will not bear the weight of the quarter and will oftentimes tear out.

VEAL, LAMB AND MUTTON.

Should be quartered with one rib on the hind quarter as it makes the hind quarter look plump and holds the flank straight and does not allow it to draw up.

THE PASSING OF THE OX.

In years gone by the ox was looked upon as the most valuable beef and oftentimes attained the age of ten years, at which time he would dress from 800 to 1,000 pounds of beef, but of late years the baby beef has supplanted the ox . The baby beef from one to two years old today commands the highest price of all beef and is certainly worthy of the distinction. There are plenty of yearlings that will dress 450 to 500 pounds of beef and two-year-olds that dress from 600 to 800 pounds. These cattle must be fed from the day that they are born until the day that they are converted into beef; this means a vast outlay of money and makes the beef command a price in order to reimburse the person who raises them for his feed, trouble, etc.

DRAWN VS. UNDRAWN POULTRY.

Poultry to be left undrawn should be kept from feed for from 24 to 36 hours, at which time the crop and intestines will be entirely empty, thus doing away with the fermentation which causes the bloating of poultry; care should be taken so as to not over heat poultry at the time of killing and after killing should be hung up in a cool place before placing into a cold place so as to allow the animal heat to escape. If undrawn poultry is handled properly it will remain wholesome for from 10 to 15 days, but if it is drawn it will hold up but 5 to 8 days as the decomposition starts from the inside of poultry, which is caused by the air circulating in and through the same, whereas in undrawn poultry which is practically sealed, thus excluding the air and keeps the poultry in a wholesome condition for a longer period. It is next to impossible to ship undrawn poultry in the summer unless packed in ice and even then it will not keep for any great length of time, for no matter how it is packed, it will either get wet or draw dampness from the ice, which simply aids decomposition, but the undrawn poultry being sealed excludes the water and moisture from the inside and can be washed or wiped off and hung up in a cold place to dry.

There should be a law passed compelling people to keep poultry and animals that are killed for food off of feed for at least 24 hours.

GRADING POULTRY.

In shipping poultry always grade it, put the choice poultry in one package, the medium in another and keep the poor poultry at home, for if you ship it it will merely mean to depreciate the value of the good and oftentimes will bring only enough to cover the freight and commission, leaving you nothing for the poultry. It is by far better to sell them at home and get what you can for them.

DID IT EVER OCCUR TO YOU?

Did you ever stop to think and wonder why some or perhaps many of the agents who represent the wholesale meat and supply houses never call on you to sell you goods?

The reasons are many.

First. The house he represents provides him with a list of desirable customers who have been doing business with the firm for years, who have paid their bills promptly, own property and have a satisfactory rating in Dunns or Bradstreets.

Second. Because they consider him a capable business man, one who knows how to sell goods at a price high enough to cover the first cost, together with the cost of handling and a percentage of profit besides.

Third. Because he is a sober and industrious man and attends strictly to his business.

Fourth. Because he is not extravagant and does not live beyond his means. In other words no firm cares to sell their goods to people who want their capital to do business with. The wholesaler is by far more conservative in extending credit than the retailer is. His first mission is to look you up and find out what you own and how you pay your bills, etc. This should also be done by the retailer, but instead he merely takes a chance and oftentimes sees his mistake when it is too late. The wholesaler is also more prompt in his collections than the retailer. Consequently their percentage of loss is less than the retailers.

SHOP TRIMMINGS.

Trimmings should be taken care of every day and not allowed to stand around any great length of time. The beef and pork trimmings should be salted separately and the pork fat and beef fat should be placed upon a rack in the refrigerator so as to keep it dry and cold instead of putting into a box or barrel, as it is very apt to heat if packed tight into anything and setting up fermentation which can be detected in the lard, besides making a foul smell in the market when rendering. A great amount of a butchers' losses occur in not taking proper care of the trimmings.

EXPORT CATTLE AND BEEF.

There is but one grade of export cattle, namely, the best cattle that the country produces. These cattle must weigh from 1,400 to 1,800 pounds alive and fat. The strongest cattle are shipped alive and the weaker ones are slaughtered and shipped in quarters; as many as 5,000 quarters are often shipped on one refrigerator ship; 1,250 cattle. This beef is mostly all shipped to England where it must compete with English fed beef and commands almost the same price as their home fed beef. Bulls are also exported, but mostly dressed. Hogs are all shipped in products, such as hams, bacon, shoulders, salt-bellies, lard, etc.

FIGHTING THE DEAD BEAT THROUGH ASSOCIATIONS.

There is one class of things that the butcher should well consider, and that is the trade evils, of which there are many; but there is one that is more annoying and costs the butcher more money than all other evils combined, and that is the dead-beat evil. If this be true, should it not receive our first attention and best efforts to fight it? To remedy this evil we must first find out the cause of the dead beat's existence. Is it not the price we pay the dead beat that keeps him in business? No man would sell his good credit, no difference how poor it is, for $5 or $10; but if he can beat eight or ten butchers out of $10 or $15 apiece—and that is what he does—it pays him to keep at the business. Now for the remedy. We need something that will keep him from beating more than one butcher. This we can do by means of the card rating system, which woudd take away his profit, and therefore drive the delinquent out of business forever.

To endeavor to explain this card rating system, I would say, the cost is so cheap, and the system so simple, that it needs only a word and a little thought to understand it clearly. It will be run along the same line as our lodges of today. If you belong to a lodge and go to some other place and wish to join the lodge you must present your card to show that you were in good standing at the previous one. Same with the card rating system. If you leave a butcher and want credit at another you must present your card from the man you left, showing that you are in good standing and worthy of credit. It would not only do this, but it would go farther. It would tell you if

he was good pay, slow pay, poor pay or didn't pay at all, or if his credit is good for $1, $5, $10 or $20, or if he pays in full at pay day, or leaves a balance, or if he "boozes" or gambles and leaves his bill unpaid, and much other valuable information will be given through this card system, and the information would be reliable as it comes from a brother butcher.

Gentlemen, we must find the cause of delinquency before we can apply the remedy. A ton of fertilizer will not help a plant that has a cancer eating out its heart. We must destroy the cause before we can remedy the effect. Let us, therefore, find the cause and apply the remedy—the card system. We read in the Scriptures that God created man on the sixth day of the week, but, gentlemen, the business man created the dead beat not on the sixth day of the week, but in six days in the week. "Every man has his price" is an old saying, but as true today as the day it was first uttered, and we have paid the dead beat his price, and therefore he is with us today.

Under our present system, when you trust some people, and enter the charge on your ledger, you may as well begin to sing:

"A Charge—to—Keep—I—Have."

Gentlemen, there is but one way to succeed, and that is by joining hands with your brother butchers and thereby form a universal system of protection against dead beats. We need a system that will give us the right information at the proper time, and that is the card system, for it is the only way we have of knowing exactly the standing of the party applying for credit at the very moment he asks for the accommodation, and we should also pass resolutions not to extend credit to any man under any circumstances who is in debt to any butcher and refuses to make sat-

isfactory settlement and stick to it. Then you will have solved one of the most difficult problems that now confronts the business man of today, not only difficult, but expensive.

What does it cost us annually to support the dead beat of today, when we come to realize that 20 per cent. of this vast population are grafters? I ask you, as business men: Is the amount we donate the dead beat worth saving? It can be done by a co-operative card system, and I hope it will be done by the butchers. Why ask others to do what we can do ourselves, and better than any one else? Let us be men and protect ourselves. There is no law that will give us the protection we can give each other, except the law that does so govern a man's treatment of his brother butcher as to help him collect what is due him.

It is very evident that the dead beat state of affairs cannot be allowed to continue. The credit system as it is today is nothing more or less than a leech sucking the life blood of our profits. No business, however prosperous, could long withstand the enormous drain. It is beyond the bounds of possibility for a business or a community of business men to stand firm when the ground of profit is crumbling beneath their feet. Something must be done and done quickly, not merely to prevent the growth of dead-beatism, but to extirpate it root and branch, and this something is to organize and establish a card rating system in every city and town throughout the state and the United States. One might go on indefinitely enumerating benefits and profit derived from this card system intelligently and vigorously directed. There can be no half-hearted work of butchers who expect to win success. Everything must be done forcibly and for the sole purpose of making everything count. When this

is done there will be less difficulty than now, and the business will be upon a more substantial basis. We know it is difficult to secure hearty co-operation in any effort unless it can be shown that something profitable will result. Not all men insist that the profit shall be theirs, but it has come to be almost an impossibility to secure hearty co-operation without something in the shape of personal benefit or profits can be shown. So far from deprecating this attitude, it better might be praised, as the man who takes hold of something because it is profitable will be the man who will hold on, regardless of difficulties or unpleasant consequences. If he sees something ahead he will do his work and use his strongest effort to achieve success. The practical feature of this card system must be emphasized. They should be the means of securing the benefits which ought to accompany associated effort, and when that is done much will have been accomplished toward bringing about the universal organization of butchers—something which has been discussed frequently, but which has always been considered too difficult to succeed.

The time to stop the dead beat is before he begins; therefore, are not the dealers themselves to blame? They ought to learn from the experience of others exactly what will happen if they persist in a certain course, and, knowing what has occurred under certain given circumstances, they ought to be able to judge what will occur again and refuse determinedly to grant credit unless they have ample assurance that all previous bills have been paid. A good rating system of some kind we know has long been needed. There are very many well-meaning business men who, while owning that much wrong and evil exists, deny their own responsibility for any part of it. Very com-

monly we hear business men say: "Yes, it is a pity that things are so bad, but it is no fault of ours, and nothing we can do will mend them." That is a cowardly and dishonest excuse. It is the old plea of Cain: "Am I my brother's keeper?" No one can shirk his responsibility. We are none of us guiltless while this evil exists. We are all responsible in some degree for every dead beat, and for every grief and loss for which, or by which our fellow-butchers suffer. I ask you: Have you tried to help it, or have you only lied to yourself by saying: "No help is possible." Your duty, it seems to me, is clear enough. First of all, having seen the evil and wrong exist, it is your duty to find out why they exist. Having found out why they exist it is your duty to seek for means to abolish them. Having found out the means to abolish them, it is your duty to apply the means, or if you have not yourself the power, it is your duty to persuade others to help you.

SALES AGENT.

A sales agent should be well versed in the articles which he offers for sale, for instance, a man selling meats should be a practical butcher, one who is thorough and well posted in every detail. But how many do you meet that have but a meager knowledge of meats?

The hiring of inexperienced men to sell goods is but a detriment to the firm he represents and also to the man he sells to, for no man can successfully sell an article that he knows nothing about.

TWENTY PER CENT. AND THIRTY PER CENT.

The tables in this book are based on a gross profit of 20%, because it is impossible for a man to attempt to do business for less. The rate should be even higher, but many seem to think that they are selling meats at a profit of 30% or even more. Now, for instance, a man does a business of $20,000 a year. If his expense is 20% all told his goods cost him $16,666.66, and his expense was $3,333.33. Now, if he has been selling goods at a profit of 30% and his expense was 20% he should have a net profit of $1,283.07 or goods. Cost, $15,384.60; expense $3,333.33; net profit, $1,283.07; total, $20,000.00. This is merely to illustrate the difference between 20% and 30%. We will now take it for granted that your expense is but 16% and you are selling at a profit of 20% then we have goods, cost, $16,666.66; expense, $2,666.66; net profit, $666.67; total, $20.000.00. The expense of retailing meats is from 15 to 22%; this largely depends on the amount paid for rent and the amount of business done. But it is not at all necessary that a man should sell everything at a profit of 20% when he can get 30%. It merely means for him to not sell anything for less than 20%, or if he does he will lose money. It is a conceded fact that the more you get for your goods and the less it costs you to sell them the greater your profit is. The most essential point in business is to keep your expenses down to the lowest notch and guard yourself against the small leaks.

HIGH PRICE OF MEATS.

The causes of the high prices of meats are various. First the exports of meats amount to over two hundred million dollars annually and are growing larger each year. Second, the great plains of the West have disappeared where thousands of cattle at one time roamed.

The range cattle will soon be a thing of the past. The cattle must be raised on farms, consequently the herds are much smaller and the expense of raising and feeding will be greater from year to year. Third, the great amount of corn we export each year takes away the surplus corn that was at one time fed to cattle and hogs. Fourth, the increasing in values of every other commodity would necessarily increase the price of meats some so that there is no one direct cause for the high price of meats and also no remedy at hand to make meats cheaper. There can be but three causes that would make meats cheaper. First, if all the foreign countries should place an embargo on American meats, stopping the exporting of meats. Second, if the corn and grain crops should increase to any great extent, so as to leave a surplus of grain. Third, should a panic come on in the United States throwing the laboring classes out of employment, thus reducing the home consumption; either one of these three causes would be the cause of overstocking our markets with meats and cause the prices to decline, but with the existing conditions we have today, the outlook for meats is simply that the prices will be higher and higher and with this conceded fact before us there is but one thing left for the retailer to do, and that is to advance the selling price as the wholesale price advances.

TO CARRY MEATS.

The proper way to carry a front quarter of beef is to put your arm under the shank, take hold of the top of the neck with the other hand, bring the quarter over your shoulder so that the rib and plate lay flat on your back. To carry a hind quarter, carry with the shank back of you and the kidney in front with the meat side next to your shoulder. Calves, hogs, sheep and lambs should always be carried with the head end in front of you.

HOW TO ESTABLISH A CREDIT.

Pay your bills promptly. Do not buy any more stock at a time than you are absolutely certain that you can pay for it when it becomes due. Give your customers to understand that you cannot extend to anyone a long line of credit as you have many to accommodate and that you must pay your bills when they are due. The goods on your shelf or on the hooks are oftentimes worth more to you than if they were on the books. It is by far better for you to have people think that you are rich than for them to know that you are poor. The public expects charity but will give none. When you sell goods below cost you will have customers and friends, but when you fail they will be grieved, not grief for you, but that they have lost their cheap trading place. When you once prove to the selling public that you possess the above qualifications you will then establish a credit and obtain a rating accordingly, after which every salesman will be anxious to sell you goods because the firm he represents will authorize him to call on you and will extend to you a line of credit according to your rating.

PRESERVATIVES.

Since the law has gone into effect prohibiting the use of preservatives other than saltpeter it places the butcher in rather a peculiar position regarding the making of sausage; while summer sausage, bologna and frankforts can be preserved with saltpeter, it cannot be used successfully in pork sausage, consequently there should be some harmless preservative made that could be used in pork sausage, but at this time there is no such product on the market. Hamburg steak will not hold up to color unless some preservative is used; head cheese and liver sausage can be preserved with saltpeter. If the government insists that the butchers refrain from using preservatives it will simply mean to make sausage every day.

INSPECTION OF MEAT.

No doubt the intention of the law is to inspect each carcas and each piece of meat that is offered for sale by the large packing plants and this inspection should take place before the article is boxed or crated, but without a doubt there are hundreds of boxes and barrels sealed long before they are inspected. The inspector merely passes on the package and not on the contents. But the local conditions are still worse, especially in the small cities where there are no inspectors, where everything is beef, pork, veal, poultry, etc., regardless of quality. Every city of any size should have an inspector, a man who would do justice to the office and condemn everything that was unwholesome and injurious to the public health.

PTOMAINE POISON VS. PRESERVATIVES.

Since the government has passed the pure food law and prohibited the use of preservatives in sausage, etc., there has been about 1,000 cases of ptomaine poisoning per month and now the question arises which will kill the most people, the poison or the preservatives. Preservatives were intended to be used in meats, vegetables, etc., when they were in perfect condition and was to keep them in perfect condition or to keep them from deteriorating and fermenting, keeping them in a sweet, wholesome condition. Perhaps the preservatives are somewhat injurious to the public health, but the small quantity consumed daily by a person would amount to but a trifle compared with ptomaine poison. It has been proven that where preservatives have been used in the preparation of sausage and vegetables that ptomaine poison does not exist. If so, ptomaine poison is caused by not using preservatives. Now, it is not impossible for a butcher to make sausage even in the summer without preservatives, he must simply make fresh sausage every day, and even then suppose that a customer buys fresh made pork sausage, takes it home in warm weather, allows it to remain in a warm place for a few hours and then places it into a cold storage for a day or two, it will then be in a fermented state and the poison is apt to be prevalent; now, under these circumstances, who is to blame, would it not be far better for the government to allow the moderate use of preservatives and prevent the ptomaine poisoning?

HOW TO HANDLE CUSTOMERS.

A man who has money is always independent, it matters not where or with whom he does his trading. He may be exact and perhaps has a right to be and he should be left to choose his own cuts and decide for himself as to whether he wants the cheaper or better cuts. Do not try to induce him to buy what he does not want; if so, you are very apt to lose a customer, but should he leave the article for you to choose for him, endeavor to give him something that will please him and charge him all the article is worth, for if it pleases him he will not mind the price he paid for the same and will tell the neighbors where to go and buy their meats, but if you disappoint him, he will tell them to the contrary. Be very exact in your language and manner to ladies, as they are very touchy and easily offended; bid they the time of day and ask them in a kind tone of voice what they wish to purchase, never forgetting the smile which will perhaps be answered by one. When you wait on children treat them kindly and you will always have a friend, for as they grow up they will remember their father's butcher. Wait on customers as their turn comes; should some one wish to be waited on before their turn you might possibly step up to one of your customers and ask them to wait, which in most cases, would be satisfactory, but if you should not ask the customer to wait he might feel offended. It is certainly a ticklish proposition to please everyone, but try to please as many as you can, be courteous and polite to all; when you have a customer that you do not want tell him by word of mouth and not by actions, and state your reasons why. When you have cheap

cuts or bargains, you can sell them to the poor. If you will study your customers you can always find some who will buy these cheap cuts as long as the price is right and the goods are wholesome. A man that pays his bills promptly should be treated as a cash customer and a man that is too slow for credit or never pays his bills should not be trusted.

CHARGING MEATS.

When meats are charged always charge in the following manner: 6¼ lbs. Roast Beef, 94; 2 lbs. Steak, 36, etc., instead of Roast 94, Steak 36, as the customer has a right to know how many pounds they have purchased and what the price has been per pound. This you will find to be more satisfactory to your customers and will save you many explanations.

THE OBLIGING CLERK.

There are a great many clerks who have gotten into the habit of rebating customers, for instance, a customer purchases 52 cents worth or 94 cents worth or any amount where the change is odd; instead of taking the 52 cents or 94 cents they will call it 50 or 90 cents; while this is but 2 or 4 cents off the purchase price we will take it for granted that this clerk sells to 100 customers in a day, the amount he gives away will amount to from 2 to 4 dollars a day or perhaps it will amount to $500 in a single year. If you are selling honest goods and giving 16 ounces to the pound and sell at a legitimate profit, you are entitled to every cent that is coming to you and customers should not expect anything more.

FEEDING THE POOR.

Why should the butcher alone feed the poor?

Why should he be forced to carry their accounts?

Why must he offer a warm heart for a cold shoulder?

Why should they live in luxury and extravagance in the summer?

Why should they live in want and destitution in the winter?

Would it not be better to teach them economy and lay up a dollar for a rainy day?

Many are to be pitied because they are poor; circumstances and conditions may have brought this about, while some alone are to blame for their conditions. The feeding of the poor by extending to them credit has been the downfall of many a butcher; while it is right to practice charity, begin at your own home first; remember your family, wife and children. Many a worthy person has been refused credit, but how can we distinguish the worthy from the unworthy. It is a hard matter to determine. Mismanagement brings on at times hardship upon the poor classes, extravagance another cause, while even some never seek a situation, but wait for the situation to seek them. Some again love to live in poverty and pauperism, filth and rags, but these are not only the conditions of today, but have been for the last two thousand years, and when will it ever cease? The poor are always dependent on the butcher for the first four months of the year, just at a time when meats are the highest and the profits small, so that no butcher can afford to take many chances on losing any large amounts, as the profits are entirely too small to warrant the wait-

ing six months for his pay and taking chances besides. If a man goes to a money loaner to borrow he must give security to protect the lender; when a man buys meat from you on a long account he should protect you likewise. This may seem to some as drawing the lines rather hard, but nevertheless a man must at all times protect his own interests. Much more could be written on this subject.

For the half has never been told.

THE AGEING OF MEATS.

This is a very difficult problem to solve; fat beef, pork, veal, lamb, chickens, etc., will hold up longer than anything that is lean. Lean meats do not improve by hanging; they, after a day or two, dry out, and become slimy and stale, thus getting worse instead of better.

Fat beef and mutton can be hung up from 5 to 10 days and will improve in eating quality as the fibers and muscles relax and the meat becomes firm and more nutritious and easier digested. Fat veal and pork should hang from 3 to 5 days, just long enough to let it stiffen up and get firm. Poultry, when drawn, will hang from 3 to 5 days, but when undrawn it will hang for 10 days. All meats and poultry should be killed at least 24 hours before cutting up to sell.

In winter all kinds of meats and poultry can be hung up for a longer period. Meats should be kept at a temperature of 30° to 38°. Do not freeze meats or poultry, as this is injurious, as it becomes flimsy and destroys the flavor and saps away the juice, making it dry and chippy after it is cooked and almost tasteless.

PORK LOINS TO SELL.

50 lbs. @ 8c.....$ 4 00
plus 20% 80
$ 4 80

47 lbs. roast and chop @ 11c.....$ 5 17
3 lbs. trimmings

50 lbs. @ 9c.....$ 4 50
plus 20% 90
$ 5 40

47 lbs. roast and pork @ 12c.....$ 5 64
3 lbs. trimmings

50 lbs. @ 10c.....$ 5 00
plus 20% 1 00
$ 6 00

47 lbs. roast and chop @ 13c.....$ 6 11
3 lbs. trimmings

50 lbs. @ 11c.....$ 5 50
plus 20% 1 10
$ 6 60

47 lbs. roast and chop @ 14c.....$ 6 58
3 lbs. trimmings

50 lbs. @ 12c.....$ 6 00
plus 20% 1 20
$ 7 20

47 lbs. roast and chop @ 15c.....$ 7 05
3 lbs. trimmings

50 lbs. @ 13c.....$ 6 50
plus 20% 1 30

$7 80

47 lbs. roast and chop @ 17c.....$7 99
3 lbs. trimmings

50 lbs. @ 14c.....$ 7 00
plus 20% 1 40

$ 8 40

47 lbs. roast and chop @ 18c.....$ 8 46
3 lbs. trimmings

NOTE—I have allowed 3 pounds for trimming and shrinkage on 50 lbs. of pork loins.

SALTPETER AS A PRESERVATIVE.

Salt peter has been used as a preservative for generations and if taken in sufficient quantities is a poison, but the small quantities consumed by eating cured meats may be practically termed a benefit to the human system; the action of saltpeter on the human system is similar to that of sweet spirits of nitre; it works mostly on the urinary organs; for instance, a person that lives principally on smoked and salted meats is generally in better health than one who lives on steaks and chops. The chemical action from the salt and saltpeter give life and strength to the body, whereas the softer meats, as fresh pork, veal, chickens, etc., will oftentimes cause billiousness, indigestion, dyspepsia, etc. Saltpeter is almost as much of a necessity to the human system as salt.

THE AUTHOR.

The author of this book was born as other human beings. His parents were poor. He had a common school education. Won the respect and esteem of his employers and also of the public. Worked hard and saved a portion of his earnings and put it to practical use. Never made an investment but what earned him money. Always ready to give and take advice, and never too old to learn. What he has belongs to him, and he intends to keep it. It is his and he has won it, by his labor. Some people do not lie because they do not know how. The writer knows how, but don't. The truth is far better.

For reference, any bank or banker in Bay City, or Dunns or Bradstreet. He never jokes, because he don't know how. When he has troubles he keeps them to himself. Never listens to a man's tale of woe. Life is too short. Stories he knows by the score. Never buys anything he don't want, even a gold brick. Never drinks unless he is dry, and then it is water; this is the cheapest, and best for the brain. Now and them he smokes a 25 cent cigar—when the beef trust agents buy them. Has been in politics, and always been defeated, because he did not let go (of his money). Has been behind fast horses—when they were in the baggage cars. Has gone fishing and fell in, but never came up with a pocket full of fish. Has gone without grub—because he did not have time to eat it. Never indorsed a note that he had to pay. Never bet on another man's game. Owns a farm, and sometimes looks a little seedy, but 'tis not the clothes that makes the man. Now he has told you nearly all he knows.

What he is worth and how much he makes he keeps to himself, for if he tells someone that, his friends would want to borrow money of him, and the assessors would soak him for taxes; but he has enough to keep the wolf from the door for the rest of his days.

Wishing you all success, I am

Yours truly,

J. F. BOES,

N. B.—If at any time I can be of any service to you, write me. "The door is always open." "Knock and it will be opened unto you."

CONCLUSION.

You will notice that the time for you to make money is when meats are cheap. You can easily at that time make more than 20 per cent, so if you do not then take advantage of the situation, you have no one to blame but yourself, for as the price advances your opportunity is lost. You can rest assured that if your competitor is under selling you, he is either selling cheaper meats or losing money. The day is drawing nearer when there will be an almost universal price among the meat men. Only the experienced men will be in business. The farmers and shoemakers will go back to their trade sadder but wiser.

Keep good meats and sell at a good living profit and a little more for a rainy day.

A living you can earn working for others without any worry or money invested.

Hoping you will meet with success, I am

Yours,

J. F. BOES,

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